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THE SWEDISH TRADE & INVEST COUNCIL



FINANCED PROJECTS BY EU, EBRD AND EIB

MULTILATERAL FUNDING FOR INTERNATIONAL RAILWAY PROJECTS

14 October 2014

Business Sweden Brussels

BACKGROUND OF EU, EBRD AND EIB

- ▶ The European Commission , The European Bank for Reconstruction and Development (EBRD) and The European Investment Bank (EIB) provide funding in terms of:
 - ▶ Procurements
 - ▶ Grants
 - ▶ Budget support
 - ▶ Loans
 - ▶ Capital

- ▶ These three institutions **invest in areas such as:**
 - Infrastructure and Transport
 - Environment and Energy
 - ICT
 - Agriculture
 - Health
 - Security

- ▶ All three institutions finance procurements of: **Goods, Services and Works**

THE EUROPEAN COMMISSION

Procurement

- ▶ **Purchase of**
 - ▶ Services, supplies and works
- ▶ **Awarded by**
 - ▶ The Commission Directorate-General directly responsible for the policy in question
 - ▶ Commission offices and agencies around Europe
 - ▶ Other authorities (national or regional authorities, also in non-EU countries)
- ▶ **Procedure**
 - ▶ Call for tenders
 - ▶ Process of the procurements and common requirements differs largely but is specified in each tender documentation and by each procuring entity. Procedure is based on EU:s Financial Regulation

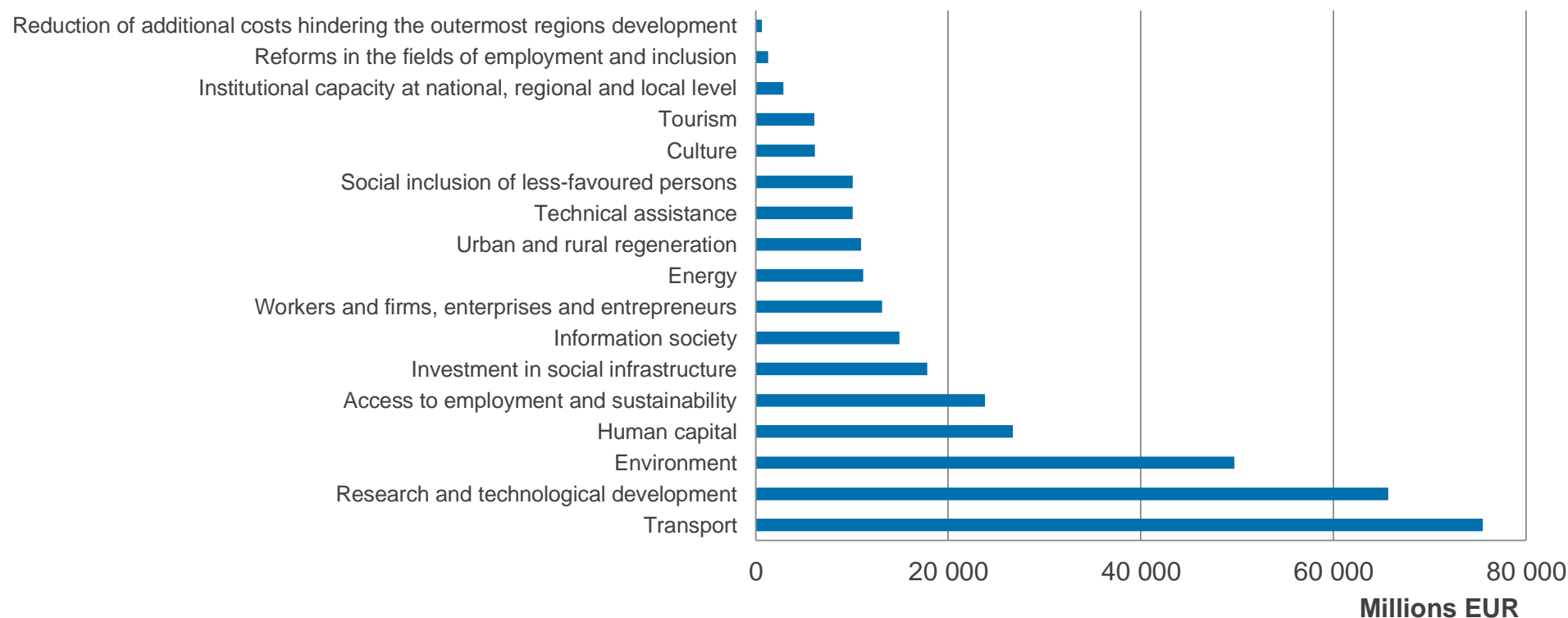
Grants

- ▶ **Contribution to**
 - ▶ Action proposed by a potential beneficiary intended to achieve an EU-policy objective
- ▶ **Awarded by**
 - ▶ The Commission Directorate-General directly responsible for the policy in question
 - ▶ Commission offices and agencies around Europe
 - ▶ Other authorities (national or regional authorities, also in non-EU countries)
- ▶ **Financial Contribution**
 - ▶ Co-financing: percentage of total eligible costs
- ▶ **Procedure**
 - ▶ Call for proposal. The process of the call for proposals and common requirements differs largely but is specified in each proposal documentation and by each decision entity

EU PROVIDES FUNDING MAINLY THROUGH PROCUREMENT CONTRACTS AND GRANTS

STRUCTURAL FUNDS PRIORITIZE TRANSPORT, RTD AND ENVIRONMENT DURING 2007-2013

Available funds per theme





EU EXTERNAL AID FUNDS

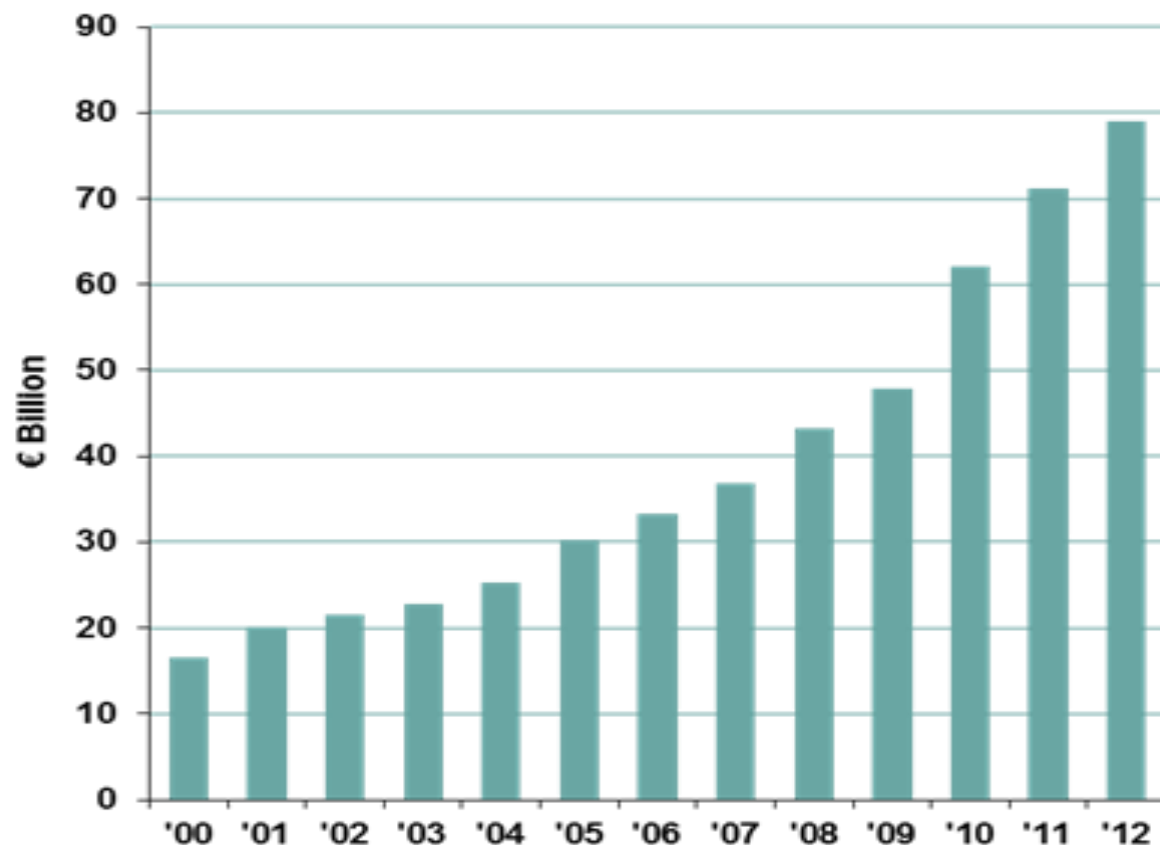
	(IPA) Instrument for Pre-accession assistance	(ENI) European neighborhood program	(DCI) Development cooperation & economic cooperation policy	(EDF) European development fund
Budget 2007-2013	€11 billion	€13 billion	€10 billion	€24billion (2008-2013)
<i>Budget 2014-2020</i>	<i>€12 billion</i>	<i>€15 billion</i>	<i>€20 billion</i>	<i>€31 billion</i>
Focus Areas 2007-2013	Regional development (transport, environment, regional and economic development);	Energy, transport, justice and home affairs, information society, environmental sustainability, research and innovation.	Education and health, governance, energy technologies; infrastructure, information and communication technologies.	Economic development regional cooperation and integration social and human development Infrastructure, transport, energy, food security

EU THEMATIC PROGRAMS AND INITIATIVES - EXAMPLE

- ▶ The projects of the **TEN-T Programme** cover all transport modes: rail, air, road and waterborne (maritime/inland waterways) plus logistics and intelligent transport systems, and involve all EU Member States
- ▶ Some 438 projects have been established under the 2007-2013 financial perspective up to now
- ▶ Out of these, 27 have been cancelled while the remaining 411 projects (277 ongoing and 134 completed) amount to actual TEN-T funding of 5,6 billion EUR.
- ▶ **See separate sheet with statistics**



EBRD



Cumulative commitments of €78.9 billion

International financial institution, promotes transition to market economies in 34 countries from central Europe to central Asia

Owned by 64 countries and two inter-governmental institutions

In 2011, the Bank expanded its operations into Egypt, Morocco, Tunisia, & Jordan (Southern & Eastern Mediterranean)

Capital base of €30 billion

EBRD STRATEGIC MARKETS IN FOCUS FOR 2014

▶ Prio 1

- ▶ Ukraine
- ▶ Kazakhstan
- ▶ Balkans (Serbia, Bosnia and Herzegovina, Croatia *)

▶ Prio 2

- ▶ Russia, Turkey, Armenia, Moldova, Azerbaijan, Georgia, New markets: Jordan, Morocco, Tunisia

▶ Prio 3

- ▶ All other EBRD markets

* SPECIFIC FOCUS MARKETS IN THE BALKANS

BUSINESS SWEDEN EBRD NEWSLETTER SERVICE 2014

1. Swedish companies signing up for the service

- ▶ Cost: 3 500 SEK per Swedish company/organization for a period of 6 months
- ▶ Markets / Sectors: Ukraine, Kazakhstan, Balkans / Transport, Infrastructure, Energy and Environment

2. Project monitoring

- ▶ The project monitoring will identify relevant strategies, investments, commitments, proposed and approved projects, procurements of EBRD through:
 - ▶ Public sources:
 - ▶ EBRD homepage, general project notices and procurement notices, country-specific communication, EBRD investments plans in local and international media
 - ▶ Non-public sources:
 - ▶ Qualitative information identified through contacts with local and central stakeholders (EBRD representatives and national ministries, embassies, other stakeholders etc.)

3. Reporting

- ▶ Monthly basis: 1 newsletter is delivered once a month (the 1st of each month) by Business Sweden to the clients

4. Optional services related to the Business Sweden newsletter (e.g. individual assignments)

- ▶ Additional preferences from clients (e.g. optional market or sector reports), or specific requests for analysis or sales support related to an identified business opportunity, can be discussed as potential consulting assignments



EXAMPLE OF EBRD NEWSLETTER

NONE None, NL-2594 AB The Hague, Sweden
 Bezuidenhoutseweg 1,
 T None F +31 70 363 27 22
 info@business-sweden.se www.business-sweden.se

THE SWEDISH TRADE & INVEST COUNCIL



- ▶ The monthly newsletter will comprise four parts for each of the three focus markets Ukraine, Kazakhstan and Balkans
 - ▶ New project notices
 - ▶ New procurement notices
 - ▶ EBRD investment plans in media
 - ▶ Early information gathered through interviews with local and central contacts of Business Sweden

UKRAINE

Project notices

1.

Project title: Project Nyva

Status: Signed

Sector: Agribusiness

PSD disclosed: 8 Jan 2014

Target board date: 11 June 2014

Link: <http://www.ebrd.com/english/pages/project/psd/2014/45639.shtml>

Procurement notices

1.

Notice title: Chernobyl shelter fund shelter implementation plan

Notice type: Invitation for tenders

Sector: Nuclear Safety

Contract type: Project goods, works and services

Issue date: 19 June 2014

Deadline: 20 August 2014

Link: <http://www.ebrd.com/english/pages/workingwithus/procurement/notices/project/140618a.shtml>

EBRD investment plans mentioned in media

According to xx the plan for xx is xxx

Early information from local and central stakeholders

In an interview with xx an indication on a project within xx was given, etc



THE EUROPEAN INVESTMENT BANK

- ▶ **Largest multilateral lender and borrower in the world**
 - ▶ Raises funds on the international capital markets
 - ▶ Pass on favourable borrowing conditions to clients

- ▶ **More than 400 projects each year in over 160 countries**
 - ▶ Some 90% of lending is inside the EU
 - ▶ Headquartered in Luxembourg and some 30 local offices
 - ▶ Shareholders: 28 EU Member States

- ▶ **Around 2 000 staff:**
 - ▶ Not only finance professionals, but also engineers, sector economists and socio-environmental experts
 - ▶ More than 50 years of experience in financing projects

EIB-FUNDED OPERATIONS IN NORDIC COUNTRIES IN 2012

- ▶ **Ericsson:** 500 million EUR for the development of the next evolution of LTE mobile broadband technology, called LTE Advanced
- ▶ **Tvärbanan Solna:** SEK 2.8 billion SEK for the extension and upgrade of the Tvärbanan light rail in Stockholm Metropolitan Area
- ▶ **Cargotec:** 55 million EUR for R&D activities concerning cargo/load handling solutions
- ▶ **Outotec:** 45 million EUR for R&D activities concerning technologies and applications for minerals and metallurgical processing
- ▶ **Volvo Trucks:** 240 million EUR for RDI activities related to reduction of emissions for trucks, buses and construction vehicles, optimisation of transport efficiency etc
- ▶ **Rabobank:** 150 million EUR loan for SME's in Sweden and Denmark
- ▶ **Pirkanmaa Health Care:** 100 million EUR for the refurbishment and extension of the Tampere University Hospital
- ▶ **University Premises Helsinki:** 120 million EUR for the construction of modern and innovative university premises in the capital area
- ▶ **Rautaruukki:** 35 million EUR for investments in research, development and innovation related to steel products, production processes and new product applications

EIB-FUNDED OPERATIONS IN NORDIC COUNTRIES IN 1Q 2013

- ▶ **FLSmidth:** 125 million EUR for RDI in the cement industry, focusing on developing innovative products as well as more efficient production processes
- ▶ **Scania:** 200 million EUR for R&D programme to develop new commercial vehicle platform
- ▶ **Stockholm Redline Metro:** 3.5 billion SEK for expand and revamp Stockholm's metro network: new trains, a new signalling system, a new underground depot in Norsborg and renovation of an existing depot in Nyboda
- ▶ **Aktia Bank Loan for SMEs:** 40 million EUR for the financing of small and medium-sized enterprises (SMEs) located throughout Finland
- ▶ **Helsinki Urban Development:** 125 million EUR for regeneration of former port and harbour areas into central mixed-use urban neighbourhoods for residential and business purposes

BUSINESS SWEDEN BENELUX PROMOTES SWEDISH COMPANIES TOWARDS THE EU, EBRD AND EIB

- ▶ **Business Sweden's support to Swedish enterprises is provided through:**
 - Industry-specific analysis and workshops (both to companies and trade associations)
 - Stakeholder mappings and operational sales support
 - Organisation of information events and sector seminars
 - On-going project scouting
 - Day-to-day assistance to EU (company) inquiries
- ▶ Thanks to a developed **knowledge** and an extensive **contact network** within central bodies of the European Commission (Brussels), the EBRD (London) and the EIB (Luxembourg), Business Sweden is able to efficiently support Swedish companies
- ▶ The new EU budget for the **Multi-Financial Framework 2014-2020** has recently been adopted by the European institutions and it amounts to **960 billion EUR**.
- ▶ There is an important **business potential** in terms of funding amounts also related to the EBRD and the EIB. Focus sectors for the EBRD, the coming years, are areas such as energy, infrastructure, transport and environment



BUSINESS SWEDEN PROPOSES A TWO-STEP APPROACH TO GAIN KNOWLEDGE AND INITIATE AN EU/EBRD/EIB FUNDING PROCESS

Step 1: Awareness/Analysis

Workshop: Strategic Knowledge and Project Opportunities

How do EU-funding and procurements work. Which instruments and programs are relevant. Which concrete business opportunities are identified. How does the decision-making process work

Step 2: Operational Support

Project Monitoring

Lobbying

Stakeholder mapping
and Relations

High Level Delegations
and Seminars

Partner Search
(Consortia)

Tailor Made Workshops
for Key Users

DELIVERABLES

- Understanding of EU/EBRD/EIB funding and the procurement procedure
- Half day workshop with written and oral report in PPT

- Early awareness and creation of business opportunities
- Identification of potential consortia partners
- List of business opportunities at local markets in certain industries
- Continuous project monitoring: business opportunities reported on regular basis
- High level meetings conducted with decision-makers, local beneficiaries and stakeholders



STEP 2: APPROACH DECISION MAKERS AND INFLUENCE AND MONITOR BUSINESS OPPORTUNITIES

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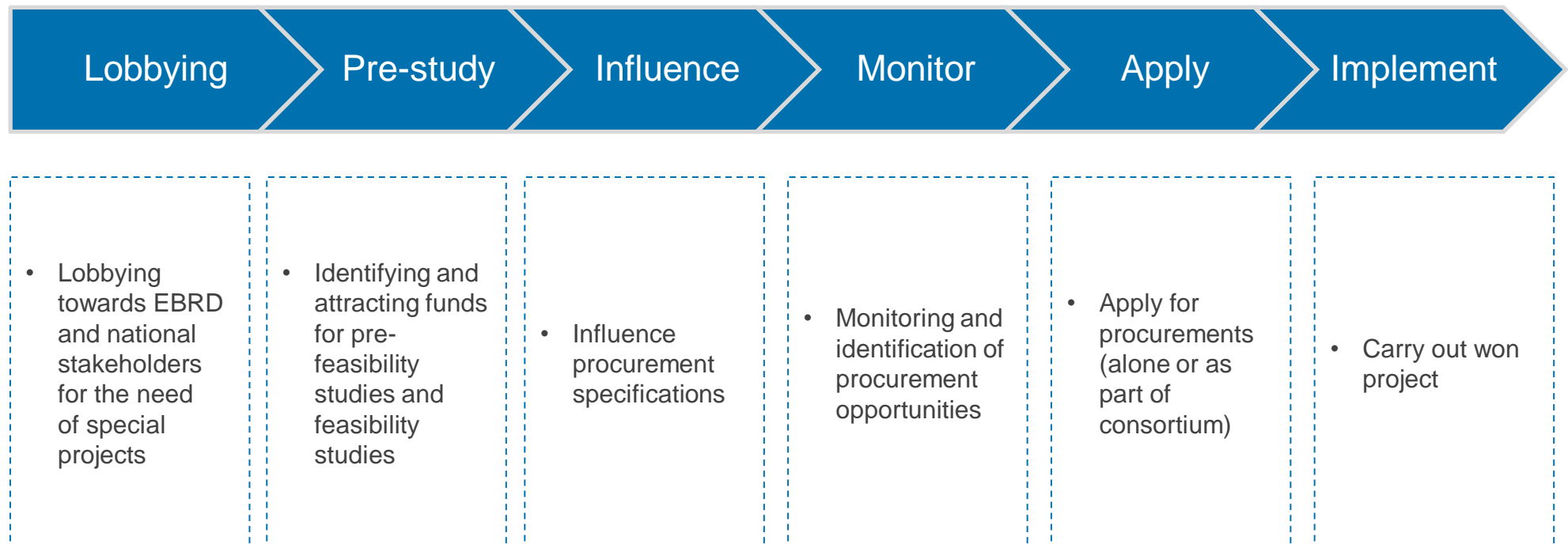
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THE APPROACH CAN BE DIVIDED INTO SIX FOCUS CATEGORIES TO REACH A SUCCESSFUL OUTCOME



EUROPEAN COMMISSION INVESTS 11,9 BILLION TO IMPROVE EUROPEAN TRANSPORT CONNECTIONS

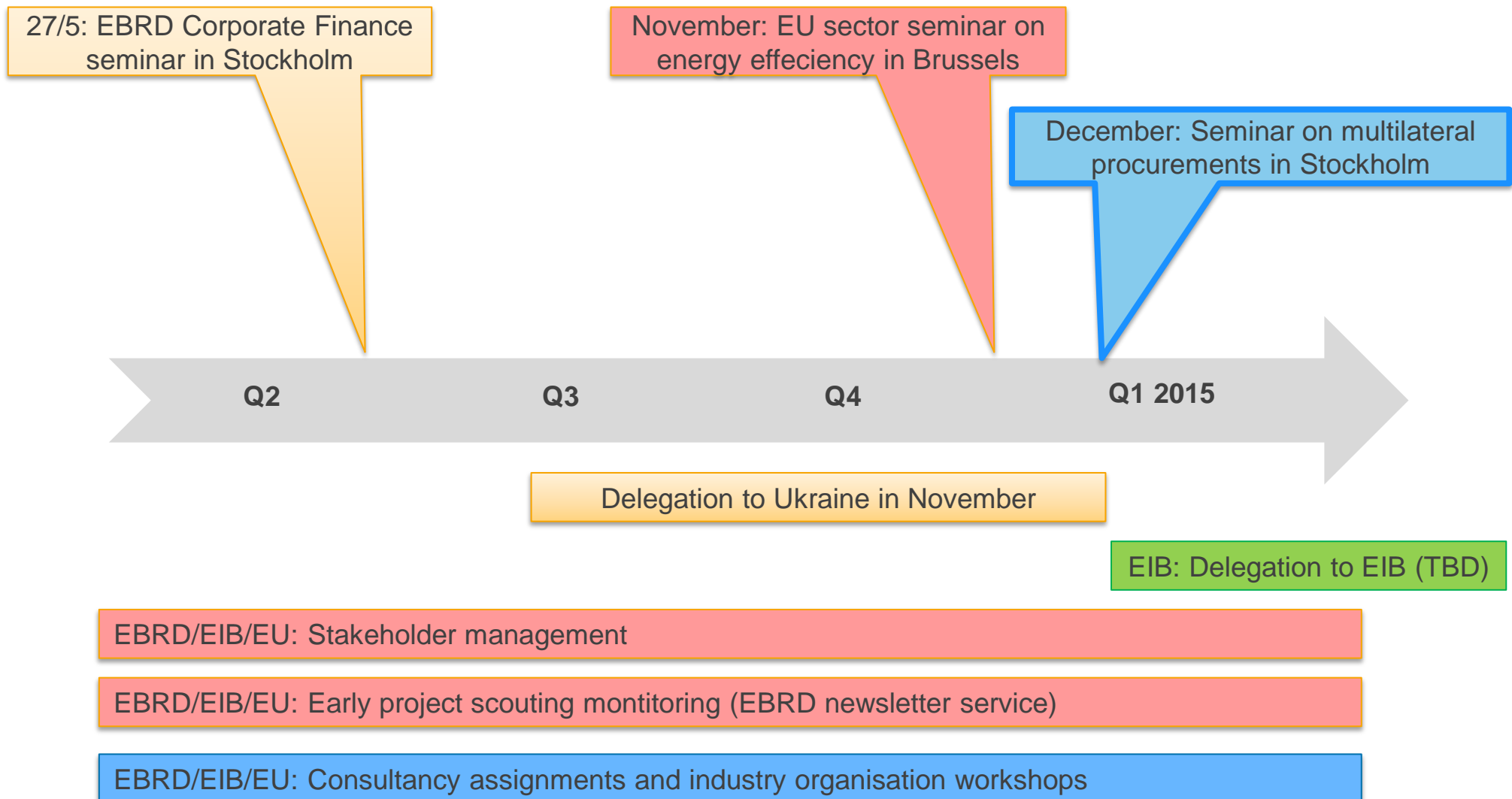
- ▶ **Applicants are welcome to propose projects to improve European transport connections.** This is the largest ever single amount of EU funding earmarked for transport infrastructure. Applicants have until **26th February 2015** to submit their bids
- ▶ 'The funding will be concentrated along 9 major transport corridors which, taken together, will form a core transport network and act as the economic life-blood of the Single Market
- ▶ **EU financing for transport has tripled to €26 billion for the period 2014-2020** (compared to €8 billion for 2007-2013), under the new Connecting Europe Facility (CEF). This is the first tranche of the new funding for transport to be made available
- ▶ **The new core network, to be established by 2030, will connect:**
 - ▶ 94 main European ports with rail and road links
 - ▶ 38 key airports with rail connections into major cities
 - ▶ 15 000 km of railway line upgraded to high speed
 - ▶ 35 cross border projects to reduce bottlenecks

EU TRIPLES FUNDING FOR RAIL RESEARCH AND INNOVATION: 450 MILLION EUR FOR 2014-2020

- ▶ **Shift2Rail** is a public-private partnership which will manage a 7-year work programme of targeted research and innovation to support the development of better rail services in Europe
 - ▶ Alstom, Ansaldo STS, Bombardier, Siemens, Thales and CAF, Trafikverket and Network Rail have committed
 - ▶ The research and innovation will focus on **five key areas**:
 - Improve the quality of services - focus on developing a new generation of **high capacity trains** which are cost-efficient and reliable
 - Increase capacity and get more trains running on the same lines – develop better intelligent **traffic management and control systems**
 - Provide reliable, high quality, **infrastructure**, including reducing track noise, cutting costs and developing intelligent maintenance
 - Provide integrated ticketing and journey planners – develop innovative **IT solutions** and services
 - Allow rail to compete effectively in more markets, it will develop better logistics and inter-modal **freight** solutions, so rail can connect better with other forms of transport
- ▶ **Infrastructure - TEN-T - Connecting Europe**: budget of 26 billion EUR up to 2020



ACTIVITY PLAN FOR EBRD, EIB AND EU IN 2014



CLEANTECH BUSINESS FORUM IN UKRAINE

LVIV 5-6 NOVEMBER 2014

- ▶ The Cleantech Business Forum in Lviv, organized by Business Sweden and the Swedish Embassy, is designed to facilitate concrete business opportunities for Swedish companies in Ukraine within energy and environment
- ▶ The aim of the event is to present innovative, modern and efficient Swedish solutions for expansion and diversification of energy resources, introduction of energy saving measures, using of renewable energy and protecting the environment, to local decision-makers and clients
- ▶ Invited local actors consist of key stakeholders such as city -and regional authorities, management of local housing service enterprises, mayors of cities of Lviv region, local industry, and IFI:s
- ▶ The aim is to put in place a framework for concrete business opportunities for Swedish companies interested in investing in Ukraine's future
- ▶ **See detailed event agenda on document provided separately**

EU SECTOR SEMINAR ON ENERGY

BRUSSELS 27 NOVEMBER 2014

- ▶ In the context of the **EU-External Aid programs**, within the **new EU financial framework 2014-2020**, many projects are going to be announced in the sector of Energy
- ▶ This opens business opportunities for European companies, which are present in this sector
- ▶ Organized by Business Sweden/Permanent Representation of Sweden to the EU and the Permanent Representation of Italy to the EU/Italian Trade Agency, together with other Permanent Representations of the European Member States and Trade Promotion Organizations
 - ▶ Representatives of the European Commission are going to inform you about **business opportunities** related to the EU External Aid programs
 - ▶ During the afternoon B2B-Meetings are foreseen. There the participants can establish contacts with potential cooperation partners for future tenders
 - ▶ There will be also the possibility to directly consult representatives from the European Investment Bank and EBRD
 - ▶ **See detailed event agenda on document provided separately**

QUESTIONS?

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