

MISSIONE A LUSSEMBURGO, BRUXELLES E LONDRA

20-22 settembre 2017

a cura dell'Ufficio Lavori all'Estero e Relazioni Internazionali

MISSIONE ANCE A LUSSEMBURGO, BRUXELLES E LONDRA 20-22 SETTEMBRE 2017

Grande successo della missione dell'Ance in Lussemburgo, a Bruxelles e Londra, organizzata in collaborazione con l'Ice-Agenzia, il Ministero degli Affari Esteri e della Cooperazione Internazionale, il Ministero dello Sviluppo Economico, e con il supporto della Commissione Europea, della BEI, della BERS e della CEB, alla quale hanno partecipato circa 30 rappresentanti di 20 imprese di costruzione.

Le tre giornate di lavoro, molto intense e proficue, hanno permesso ai partecipanti di avere un quadro delle risorse che saranno destinate nei prossimi anni dalla Commissione europea e dalle principali Istituzioni finanziarie europee (BEI, BERS, CEB) agli investimenti infrastrutturali (trasporti, energia e ambiente, sociale, costruzioni turistiche) nell'Europa dell'est, nei Balcani e nell'area del Mediterraneo e di comprendere le modalità per poter beneficiare dei finanziamenti e riuscire a partecipare ai progetti finanziati da tali organismi.

La delegazione Ance è stata inoltre ricevuta ai massimi livelli sia in BEI, con la partecipazione del Vice Presidente Dario Scannapieco, che alla BERS, dove la delegazione è stata accolta dal Direttore Esecutivo per l'Italia, Raffaella Di Maro.

A Londra, la delegazione ha anche incontrato alcuni contractors locali ed architetti italiani che hanno illustrato l'andamento del mercato locale delle costruzioni, con particolare riferimento alle ristrutturazioni ed al recupero di immobili pre-esistenti. Tale incontro ha permesso alle imprese partecipanti di avere un quadro sullo stato attuale dell'industria delle costruzioni nel Regno Unito.

Più in generale, gli incontri effettuati nel corso della missione hanno offerto un quadro informativo molto utile per la predisposizione del programma delle missioni 2018-2019 che l'Ance promuoverà, insieme a ICE, Ministero dello Sviluppo Economico e Ministero degli Affari Esteri e della Cooperazione Internazionale, anche sulla base delle manifestazioni di interesse prevenute dalle imprese.

Si è tenuta nei giorni 20, 21 e 22 settembre 2017 la missione organizzata dall'Ance in collaborazione con l'Ice-Agenzia, il Ministero degli Affari Esteri e della Cooperazione Internazionale, il Ministero dello Sviluppo Economico, e con il supporto della Commissione Europea, della BEI, della BERS e della CEB, guidata dal Presidente del Gruppo PMI Internazionale, **Gerardo Biancofiore** ed alla quale ha partecipato una delegazione di 30 rappresentanti di circa 20 imprese di costruzione.

Incontro con i rappresentanti della BEI - Lussemburgo 20 settembre 2017

La delegazione Ance è stata ricevuta dal Vice Presidente BEI e Presidente del Fondo Europeo per gli Investimenti (FEI), **Dario Scannapieco**, che intervenendo ha ricordato come l'Italia sia il Paese europeo che abbia maggiormente attinto alle risorse del **Piano Juncker**.

Lanciato nel 2015, il Piano prevede il rilancio della crescita economica mobilitando investimenti per 315 miliardi di euro dal 2015 al 2018 nei Paesi dell'Unione Europea. A due anni e mezzo dall'avvio, il Piano ha approvato 37 miliardi di euro di prestiti della BEI a sostegno di investimenti per 194 miliardi di euro, praticamente il 62% dell'intero programma.

In **Italia**, negli ultimi due anni sono state finanziate 82 operazioni per oltre 5 miliardi di euro, che hanno innescato investimenti per oltre 32 miliardi di euro.

L'Italia si colloca ai primi posti con 30 progetti infrastrutturali già approvati (oltre 3 miliardi di euro), accordi con intermediari finanziari che procureranno oltre 20 miliardi di euro in investimenti per PMI italiane, anche attraverso Piattaforme di Investimento messe a punto da Cassa Depositi e Prestiti, nel suo ruolo di Istituto Nazionale di Promozione, con il Gruppo BEI.

Uno dei tre pilastri del Piano Juncker è il **Fondo europeo per gli investimenti strategici (FEIS)**, istituito nel 2015 e gestito dalla BEI, con l'obiettivo di stimolare la crescita economica a lungo termine e la competitività nell'Unione europea. Il Fondo consiste attualmente di una garanzia di 16 miliardi di euro dal bilancio UE e di 5 miliardi di euro dalla BEI.

Scopo del Fondo è contribuire ad utilizzare finanziamenti pubblici, compresi finanziamenti a titolo del bilancio dell'UE, per mobilitare investimenti privati su un'ampia serie di progetti realizzati nell'UE. I progetti riguardano settori quali le infrastrutture, la ricerca e l'innovazione, l'istruzione, la sanità, le tecnologie dell'informazione e della comunicazione, e altri.

Per incrementare il livello degli investimenti in Europa, la Commissione si è impegnata a raddoppiare il FEIS in termini di durata e di capacità finanziaria. A tal fine, la Commissione ha presentato nel dicembre 2016 una proposta legislativa per prorogare l'iniziale periodo di tre anni di attività del Fondo (2015-2018) fino al 2020 ed estendere l'obiettivo di 315 miliardi di euro ad almeno **500 miliardi di euro di investimenti**, con un aumento della garanzia di bilancio dell'UE fino a 26 miliardi di euro e con un aumento del contributo della BEI fino a 7,5 miliardi di euro (dai 5 miliardi di euro attuali)

A settembre 2016, è stata inoltre avanzata la proposta di istituire un nuovo **Piano europeo per gli investimenti esterni (PIE) per favorire gli investimenti in Africa e nel vicinato dell'UE**, per combattere i fattori all'origine delle migrazioni e rafforzare i partenariati dell'Unione, in particolare con i Paesi della sponda sud del Mediterraneo.

Impostato sul modello del Piano Juncker per gli investimenti nell'Ue, il Piano per l'Africa parte con una garanzia di 750 milioni assicurata dal bilancio Ue attraverso il Fondo Europeo per lo Sviluppo Sostenibile, a cui si aggiungono i contributi degli Stati membri, delle istituzioni finanziarie e delle aziende private, per una dote iniziale complessiva di oltre 3,3 miliardi di euro. Grazie a un effetto leva la Commissione conta di attivare investimenti per 44 miliardi di euro entro il 2020.

Il Piano prevede anche un'attività di assistenza tecnica a sostegno delle autorità locali e delle imprese sia nella fase di progettazione che nella fase di presentazione agli investitori internazionali. Settori privilegiati saranno l'agricoltura sostenibile, l'accesso alle fonti energetiche anche nelle aree rurali, le infrastrutture, comprese quelle sociali, come scuole e ospedali, digitale e green economy. Il modello previsto è quello dei **Partenariati Pubblico Privati**.

La BEI è l'istituzione finanziaria dell'Unione Europea e può intervenire per cofinanziare progetti specifici attuati sia nel settore pubblico che privato, purché tali progetti siano sostenibili sotto il profilo economico, finanziario, tecnico e ambientale. In particolare, si è fatto stato dell'attività della Banca in alcuni Paesi quali la Repubblica Ceca, Ungheria e Slovacchia, evidenziando per ciascun paese i settori di intervento.

Nel corso della visita in BEI sono state inoltre approfondite le modalità di *procurement*, che rimangono di competenza degli enti beneficiari dei finanziamenti BEI per la realizzazione di lavori ma devono rispettare alcuni requisiti indicati dalla BEI.

Incontro con i Rappresentanti della Commissione Europea - Bruxelles 21 settembre 2017

Nella seconda giornata tenutasi a Bruxelles, organizzata con il supporto dell'Ufficio ICE di Bruxelles, la delegazione ha incontrato i rappresentanti di numerose Direzioni Generali della Commissione Europea, che hanno presentato un **ampio panorama delle risorse europee disponibili in alcuni settori d'interesse e per alcuni Paesi target**.

Con riferimento all'area dei Balcani, di forte interesse per le nostre imprese, si è fatto cenno al **Quadro per gli Investimenti nei Balcani Occidentali (WBIF)** che sostiene lo sviluppo socio-economico e l'adesione all'UE dei Balcani occidentali, attraverso l'erogazione di finanziamenti e assistenza tecnica per gli investimenti strategici, in particolare nelle infrastrutture, efficienza energetica e sviluppo del settore privato.

È stato ricordato come lo strumento del WBIF (Western Balkans Investment Framework) sia stato concepito per combinare fondi di sovvenzione e prestiti da parte di diversi organismi multilaterali, tra cui la Bei, la Banca Europea per la Ricostruzione lo Sviluppo, e la Banca di sviluppo del Consiglio d'Europa, concentrando gli investimenti su priorità di dimensione regionale.

I progetti finanziabili riguardano anzitutto il comparto delle infrastrutture, compresi i trasporti (ferrovie, autostrade ma anche trasporto fluviale e via mare, terminali intermodali), l'energia, l'ambiente (gestione più efficiente delle risorse idriche, sistema fognario, rifiuti solidi e pericolosi, controllo delle emissioni) e il sociale (istruzione, giustizia, sanità, case popolari, edifici pubblici).

E' stato inoltre ricordato il successo del **Vertice di Trieste del 12 luglio u.s.**, conclusosi con la firma del Trattato sui Trasporti tra i 6 Paesi dei Balcani occidentali (Albania, Kosovo, FYROM, Montenegro, Serbia e Bosnia Erzegovina), che permetterebbe di allineare i Paesi dei Balcani occidentali alla legislazione dei trasporti dell'Unione europea, creando uno spazio integrato sul piano degli standard tecnici e delle normative. La firma di tale accordo rappresenta una grande opportunità per tutti i Paesi firmatari in termini di promozione degli investimenti nelle infrastrutture di trasporto, creazione di un mercato unico e il miglioramento delle condizioni di sicurezza nel traffico.

La Commissione europea ha affermato di voler investire circa un miliardo di euro nella regione nei prossimi anni, con l'annuncio di un **pacchetto di 7 progetti di connettività** nei settori dei trasporti e dell'energia per 197 milioni di euro, che attiveranno investimenti per oltre mezzo miliardo di euro (<https://ec.europa.eu/transport/sites/transport/files/2017-factsheet-transportfinancialsupport-wb.pdf>).

Link d'interesse: <https://ec.europa.eu/transport/sites/transport/files/2017-factsheet-communitytreaty-wb.pdf>;

Si è poi fatto cenno alla **Politica di Sviluppo dell'Unione Europea**, gestita dalla DG DEVCO della Commissione europea, il cui compito principale consiste nel mettere in atto gli strumenti di **aiuto esterno** della Commissione, finanziati a carico del bilancio dell'UE o del Fondo europeo di sviluppo (FES). La cooperazione esterna dell'Unione Europea è diretta ai **Paesi in via di sviluppo, ai Paesi in transizione ed ai Paesi industrializzati**.

A **giugno 2017**, è stato adottato un nuovo Consenso europeo in materia di sviluppo, che si sostanzia in un **piano strategico** che definisce a grandi linee il futuro della politica europea di sviluppo. Il "nuovo Consenso europeo in materia di sviluppo" rappresenta una nuova visione collettiva e un nuovo piano d'azione per eliminare la povertà e realizzare uno sviluppo sostenibile.

In tale contesto, l'UE e i suoi Stati membri si adopereranno per promuovere gli investimenti combinando i finanziamenti pubblici e privati a favore dello sviluppo sostenibile, l'assistenza tecnica volta a sviluppare progetti sostenibili e attrarre gli investitori.

Nel 2016 l'UE e i suoi Stati membri hanno consolidato la propria posizione di primo donatore mondiale di aiuti, con **75,5 miliardi di euro**, l'11% in più del 2015.

Il rappresentante della **CEB – Banca di Sviluppo del Consiglio d'Europa** ha presentato l'istituzione finanziaria delineandone gli obiettivi e le finalità. La Banca, creata nel 1956, ha come finalità di aiutare i suoi Stati membri a conseguire una crescita sostenibile ed equa, contribuendo alla realizzazione di progetti di investimento sociale attraverso tre linee di intervento: rafforzamento dell'integrazione sociale, gestione ambientale e sostegno alle infrastrutture pubbliche a vocazione sociale.

I Rappresentanti della Commissione Europea hanno infine fatto cenno alle risorse dei Fondi Strutturali europei per il periodo 2014-2020 per alcuni Paesi dell'Europa Orientale:

- **Bulgaria** che disporrà di 9,9 miliardi di euro;
- **Romania** che disporrà di 30,8 miliardi di euro;
- **Croazia** che disporrà di 10,7 miliardi di euro;
- **Ungheria** che disporrà di 25 miliardi di euro.

Incontro con i rappresentanti della BERS - Londra 22 settembre 2017

L'incontro, tenutosi a Londra il 22 settembre u.s presso la sede della BERS, è stato aperto dalla **Dott.ssa Raffaella Di Maro**, Direttore Esecutivo per l'Italia.

L'incontro ha permesso ai partecipanti di avere un quadro generale delle attività che la Banca svolge nel mondo, dalle regole del procurement, ad alcuni focus dedicati alle infrastrutture municipali ed ambientali, ai trasporti, al settore energetico ed al turismo.

La BERS è un'istituzione finanziaria internazionale che lavora in stretta collaborazione con le istituzioni finanziarie internazionali e nazionali e promuove la transizione all'economia di mercato in 36 Paesi, dall'Europa centrale all'Asia centrale. Dalla sua fondazione, nel 1991, la Banca ha investito 115 miliardi di Euro in oltre 4.500 progetti. Il capitale sociale è stato sottoscritto da 64 Paesi e da 2 istituzioni intergovernative quali, l'Unione Europea e la BEI.

Dal 2012, la Banca ha deciso di espandere la propria attività in Egitto, Marocco, Tunisia e Giordania (Area del Mediterraneo meridionale e orientale – Regione SEMED). A questi Paesi si sono aggiunti la Turchia nel 2009, il Marocco, la Tunisia, l'Egitto e la Giordania nel 2012, Cipro nel 2014, la Grecia nel 2015 ed infine il Libano nel 2017.

Nel 2016, la BERS ha investito oltre 9,4 miliardi di euro in ben 378 progetti, dei quali 2,2 miliardi di euro nel settore energetico e 1,7 miliardi di euro nel settore delle infrastrutture.

La Banca opera principalmente verso il **settore privato (70% delle operazioni)**, caratteristica che la rende unica nel panorama delle Banche Multilaterali di Sviluppo.

La Banca fornisce **prestiti** di vario genere in relazione alle peculiarità di ogni progetto. Il rischio di credito può essere assunto direttamente dalla Banca, in questo caso il prestito può essere garantito dai beni del richiedente o convertito in quota di partecipazione della Banca al capitale della società.

La BERS può anche **partecipare al capitale** di un'impresa secondo diverse modalità. La strategia della BERS in caso di investimento diretto in una società è volta ad ottenere solo una partecipazione minoritaria.

Occorre inoltre sottolineare che la Banca sostiene **solo la fase di avvio del progetto**.

La Banca può sostenere le richieste di finanziamento attraverso la concessione di **garanzie** di diverso tipo: garanzie a copertura totale o parziale dei rischi.

La BERS può aprire delle **linee di credito** a medio lungo termine a favore di banche, che devono soddisfare delle richieste di prestiti importanti. In alcuni casi la BERS fornisce linee di credito a lungo termine a beneficio dei governi, i quali ne affidano la gestione a banche commerciali o istituti d'investimento per il sostegno finanziario al settore privato ed alle PMI.

In questi casi, la BERS interagisce con le banche locali, alle quali, in qualità di banche co-finanziatrici, è affidata la preparazione e la valutazione del progetto.

L'approvazione della BERS è richiesta solo a seguito dell'approvazione della banca che svolge il ruolo di intermediario finanziario.

Con riferimento al **settore turistico ed alla proprietà**, la Banca investe in alberghi, uffici, centri commerciali, strutture logistiche che stimolano anche l'urbanizzazione, la rigenerazione, l'inclusione economica. Nel 2016 la BERS ha impegnato complessivamente 138 milioni di euro in 11 progetti immobiliari e turistici (2015: 172 milioni di euro per 13 progetti). Il finanziamento della Banca non può superare il 35% del valore del progetto.

Gli investimenti nel **settore dei trasporti** sono diretti a favorire il miglioramento stradale, ferroviario, marittimo, aeronautico e delle reti intermodali. La Banca promuove anche progetti di trasporto che favoriscono l'uso di energia efficiente. La sicurezza stradale è una priorità per la banca.

A **gennaio 2017**, la Banca ha investito circa 15 miliardi di euro, in ben 290 progetti del valore complessivo di 56,4 miliardi di euro in particolare in: Europa sud orientale (72 progetti, 3,7 miliardi di euro), Europa Centrale (64 progetti, 2,8 miliardi di euro), Europa Centrale e Caucaso (57 progetti, 2,5 miliardi di euro), Russia (41 progetti, 2,8 miliardi di euro), Asia Centrale (38 progetti, 1,7 miliardi di euro), Turchia (12 progetto, 600 milioni di euro). I progetti hanno riguardato in prevalenza il settore stradale (49%), seguito da ferrovie (32%), porti ed opere marittime (9%). Di seguito il link ove vengono rese note le gare bandite in ambito trasporti: [link](#)

Nel **settore delle infrastrutture municipali ed ambientali** la BERS ha impegnato al giugno 2017 7 miliardi di euro per 413 progetti. Questi investimenti, che riguardano i servizi idrici e sanitari, la gestione dei rifiuti e teleriscaldamento, hanno generato benefici per circa 24 milioni di persone, mentre gli investimenti nei sistemi di trasporto urbano, hanno migliorato le condizioni di viaggio di oltre 312 milioni di passeggeri ogni anno. Di seguito il link ove vengono rese note le gare bandite in ambito di infrastrutture municipali: [link](#)

Nel 2016, la BERS ha anche lanciato una **programma per le città verdi**, per aiutare le municipalità ad affrontare le priorità ambientali in modo sistematico. Il primo progetto firmato ha riguardato un prestito di 10 milioni di euro alla Municipalità di Chisinau, per il miglioramenti dell'efficienza negli edifici pubblici.

Un'area di forte crescita per gli investimenti della Banca negli ultimi anni è stato il **settore ospedaliero**. Nel 2016, la BERS ha fornito 194 milioni di euro di finanziamenti per tre progetti nel settore ospedaliero in Turchia che seguono il modello di partenariato pubblico-privato.

Nel **settore energetico**, la Banca attraverso il finanziamento di progetti innovativi, ha confermato la sua posizione di leader. Al giugno 2017 la Banca ha investito oltre 11 miliardi di euro in 255 progetti. Di seguito il link ove vengono rese note le gare bandite in ambito energetico: [link](#)

Nella tappa di Londra, è stato organizzato, nell'ambito della "London Design Fair" e grazie al supporto dell'Ufficio ICE di Londra, un **Workshop incentrato sul mercato britannico delle costruzioni** nell'ambito del quale sono intervenuti alcuni contractors locali ed architetti italiani che hanno illustrato l'andamento del mercato locale delle costruzioni, con particolare riferimento alle ristrutturazioni ed al recupero di immobili pre-esistenti.

Tale incontro ha permesso alle nostre imprese di avere un quadro sullo stato attuale dell'industria delle costruzioni nel Regno Unito. Anche dopo Brexit, il mercato immobiliare del Regno Unito si mantiene florido anche se meno brillante delle aspettative e con alcuni elementi di criticità rispetto all'andamento complessivo dell'economia.

Si allegano l'elenco delle imprese partecipanti, il programma della missione e le presentazioni illustrate nel corso della missione.

COMUNICATO STAMPA

LAVORI ALL'ESTERO: L'ANCE INCONTRA LE ISTITUZIONI EUROPEE

*Il tema degli investimenti infrastrutturali nell'area europea
al centro degli appuntamenti con Commissione Ue, Bei, Bers e Ceb*

A partire da oggi e fino al 22 settembre si svolgerà la missione dell'Associazione nazionale costruttori presso le istituzioni europee allo scopo di approfondire le strategie sugli investimenti infrastrutturali e conoscere le risorse che Bei, Bers e Ceb metteranno in campo nei prossimi anni per finanziare i progetti previsti.

Lussemburgo, Bruxelles e Londra sono le tappe di questa tre giorni di incontri, guidata dal presidente delle piccole e medie imprese internazionali dell'Ance, Gerardo Biancofiore, alla quale parteciperanno numerose aziende italiane delle costruzioni.

Una missione realizzata grazie al supporto del Ministero degli Esteri, del Ministero dello sviluppo economico e dell'Ice, con i quali l'Ance ha consolidato una proficua collaborazione mirata a favorire l'internazionalizzazione delle imprese edili italiane.

L'attenzione è rivolta soprattutto agli investimenti infrastrutturali nei trasporti, nell'energia, nell'ambiente, nel sociale e nel turismo nelle aree dell'Europa dell'Est, dei Balcani e del Mediterraneo, considerate particolarmente strategiche e di interesse per le pmi delle costruzioni.

“In questo modo vogliamo creare un filo diretto con le istituzioni finanziarie europee”, sottolinea Gerardo Biancofiore. “Un nuovo, importante passo della strategia di internazionalizzazione che Ance e Ice stanno portando avanti insieme - prosegue - per conoscere i progetti e i paesi sui quali le istituzioni europee concentreranno gli sforzi, creando maggiori opportunità per le piccole e medie imprese del settore”.

**AZIENDE ISCRITTE ALLA MISSIONE ANCE
A LUSSEMBURGO, BRUXELLES E LONDRA , 20-22 SETTEMBRE 2017**

1. ANCE
2. A&U Engineering Srl
3. Ambiente Srl
4. Ance Frosinone
5. Ance Aies Salerno
6. Cipa SpA
7. Donati SpA
8. Ferrovie dello Stato
9. Geom. Ciro Frisoli & C. Sas
10. Gierre Beton Srl
11. Gruppo De Eccher
12. IBI SPA
13. Imaco SpA
14. Impresa Bacchi Srl
15. Intesa Sanpaolo Bank Luxembourg SA
16. Manelli Costruzioni Generali
17. Michele Battezzati Srl
18. Sedir srl
19. SO.FIN.GI SRL
20. Vincenzo Russo Costruzioni

Incontro presso la Banca Europea per gli Investimenti – BEI Lussemburgo, 20 settembre 2017

- Ore 9.45-10.00** Saluti di apertura
Dario Scannapieco, Vice Presidente, BEI
Gerardo Biancofiore, Presidente Gruppo PMI Internazionale, ANCE
- Ore 10.00-10.30** **J.L. Alfaro**, EIB: Procurement procedures
- Ore 10.30-11.00** **K. Kanapinskaite**, EIB: Activities and investment opportunities in the MENA region
- Ore 11.00-11.30** **G. Chiarion Casoni**, European Commission: The Investment Plan for Europe
- Ore 11.30-11.45** Coffee break
- Ore 11.45-12.15** **M. Rivellini**, EIB: Activities and investment opportunities in the WB
- Ore 12.15-12.45** **M. Duenas, D. Dietmar, A. Risberg**, EIB: Activities and investment opportunities in CSEE countries
- Ore 12.45-13.15** General discussion
- Ore 13.15-14.30** Networking lunch

Incontro con i funzionari della Commissione Europea Bruxelles, 21 settembre 2017

- Ore 9.00** Registrazione partecipanti e welcome coffee
- Ore 9.15** Saluti istituzionali a cura di:
Fabrizio Di Clemente - Direttore sede di Bruxelles, Agenzia ICE
Cons. Amb. Giuliana Del Papa, Delegata italiana al Gruppo
Mashreq/Maghreb, Rappresentanza Permanente italiana presso l'UE
Gerardo Biancofiore - Presidente Gruppo PMI internazionali, ANCE
- Ore 10.15** **CEB (Banca di Sviluppo del Consiglio d'Europa): Il Piano Junker per gli investimenti esterni, Carlo Monticelli**, Vice Governor for Financial Strategy e **Rainer Lovato**, Principal Country Manager – Projects
- Ore 10.45** **DG Near, la Politica di vicinato dell'UE**

DG Near - Carlo Coppola, Dir D — Western Balkans, Western Balkans Regional Cooperation and Programmes, **il Western Balkans Investment Framework**
- Ore 11.15** Coffee break
- Ore 12.00** **DG Near - Alberto Cammarata**, Dir D — Western Balkans 4. Albania, Bosnia and Herzegovina, **Opportunità emergenti nei Balcani occidentali**
- Ore 12.30** **DG Near - Michele Amedeo**, vice direttore per il Vicinato meridionale, Turchia, Migrazioni/rifugiati e questioni di sicurezza, Dir B — Neighbourhood South 3. Maghreb - **il Vicinato meridionale**
- Ore 13.00** Light lunch

- Ore 14.00** **DEVCO, la Politica di cooperazione allo sviluppo dell'UE: Opportunità nel settore infrastrutturale (acque, energia, trasporti, rifiuti)**
Paolo Ciccarelli, Dir C — Planet and Prosperity 5. Cities, Local Authorities, Digitalisation, Infrastructures
- Ore 14.30** **DG Regio: I fondi strutturali nell'Europa orientale, Anguel Beremliynsky**, Consigliere del Director Administrative Capacity Building and South-East Europe
- Ore 15.00** **Opportunità emergenti in Ungheria, Raluca Ionescu Isaksen**, Programme Manager, Coordination of operational Programmes, Dir E - Administrative Capacity Building and Programme Implementation II 4. Hungary
- Ore 15.30** **L'attività dell'ICE Agenzia e dell'Ufficio di Bruxelles per le imprese italiane, Andrea Maccanico**, Vice Direttore ICE Bruxelles
- Ore 16.00** Chiusura dei lavori

Incontro presso la Banca Europea per la Ricostruzione e lo Sviluppo - BERS Londra, 22 settembre 2017

- Ore 9.45** Welcome Remarks
Introduction By Raffaella Di Maro, Director for Italy
- Ore 10.05** Presentation by the Procurement Team
Jan Jackolt, Director Procurement Policy Department
- Ore 10.40** Presentation by Energy Efficiency Team
**Ioannis Papaioannou, Associate Director
Head of Clean Energy Projects**
- Ore 11.15** Presentation by the Infrastructure Team
Lean O'Grady, Associate Director Deputy Head of MEI
- Ore 11.50** Presentation by the Property and Tourism Team
Klajd Hasimi, Associate Director Senior Banker
- Ore 12.00** Presentation by the Transport Team
Rafael Rashid, Principal Banker
- Ore 13.00 -14.25** Networking lunch
- Ore 15.00** Incontri con alcuni Contractors locali ed Architetti italiani con l'obiettivo di comprendere al meglio l'andamento del mercato locale delle costruzioni soprattutto di alto prestigio, ristrutturazioni/recuperi di immobili



**European
Investment
Bank**

The EU bank

The European Investment Bank in the Western Balkans

Meeting EIB – Italian MoFA – ANCE
Brussels, 20 September 2017

The EIB: the EU bank



- ▶ Shareholders: 28 EU Member States
- ▶ Natural financing partner for the EU institutions since 1958

The **EIB** at a glance

- EIB balance sheet (December 2016): 574 bn EUR
- EIB issuing operations in 2016: 66,5 bn EUR
- Around 450 projects each year in over 160 countries



EIB Group financing in 2016



EUR 83.8bn



EUR 280bn

Total investment supported

Our priorities

Environment



Infrastructures



Innovation

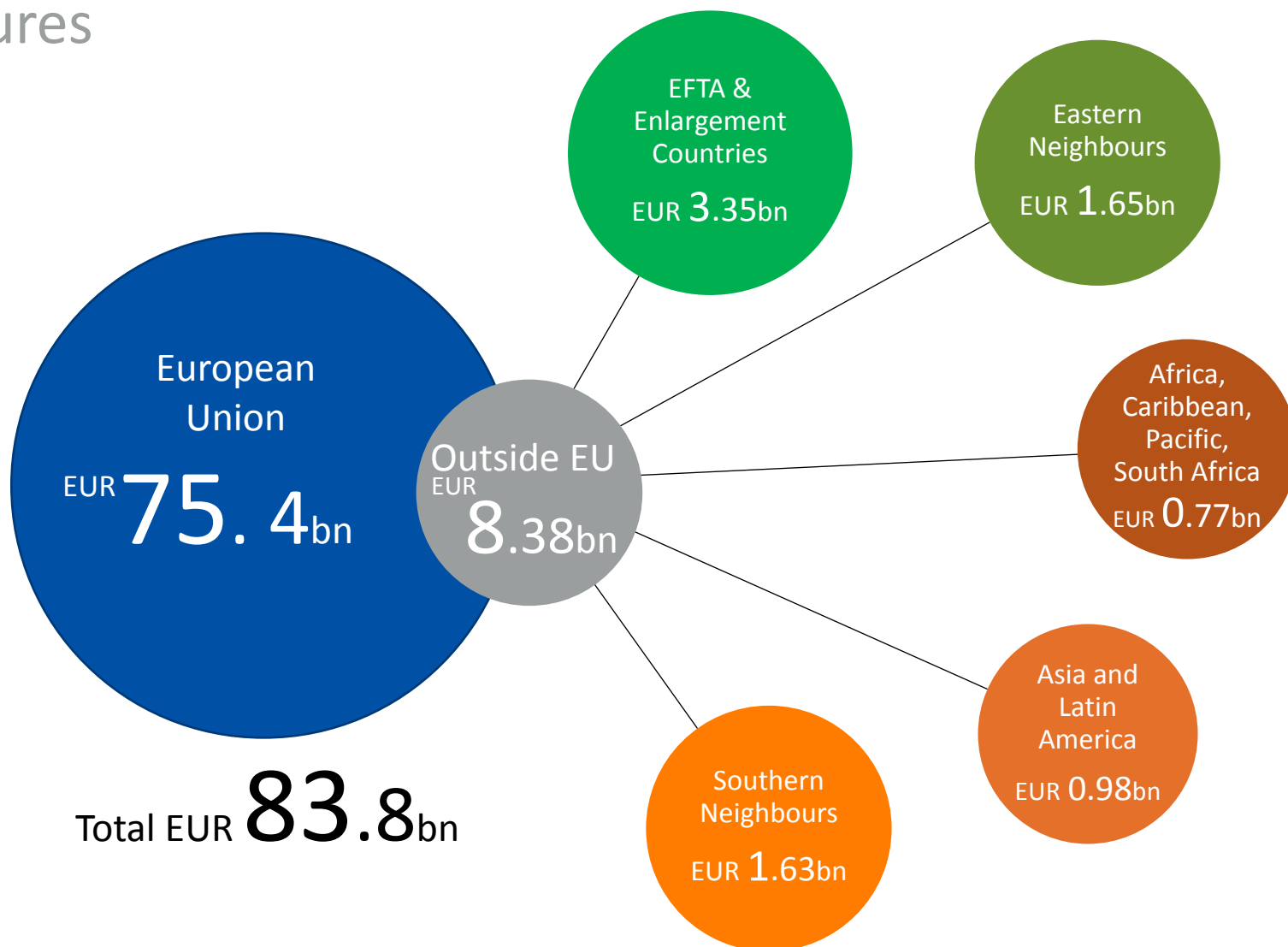


SMEs



EIB Group financing in 2016: EUR 83.8bn

Signatures



The EIB in the Western Balkans

- Focus on infrastructure (Transport, Energy), SMEs, Health & Education, against the backdrop of the process of EU adhesion and integration



- Strong cooperation with public authorities, local banking sector & partner International Financial Institutions (IFIs)
- Combination of EIB funding with EU grants : **ELM**, **ERI** e **WBIF**



The EIB in the Western Balkans

Country	Signatures 2011 -2016
Serbia	EUR 1,739m
Bosnia and Herzegovina	EUR 892m
FYROM	EUR 383m
Montenegro	EUR 251m
Albania	EUR 68m
Kosovo*	EUR 52m
TOTAL	EUR 3,385m

*This designation is without prejudice to positions on status, and is in line with UNSCR 1244 and the ICJ Opinion on the Kosovo Independence Declaration



The EIB Economic Resilience Initiative for Europe's Southern Neighbourhood and the Western Balkans

European Investment Bank's Economic Resilience Initiative (ERI)

- By the end of 2015, over 1 million refugees and migrants had fled to Europe through the Balkan route (UNHCR, 2016)
- Large refugee populations have had a significant social and economic impact on host and transit countries
- Request from the European Council to EIB to support EU Neighbourhood regions in March 2016
- EIB sets up the **Economic Resilience Initiative** to support regions outside Europe affected by the refugee crisis

ERI in the Western Balkans: timeline to 2020

- **2 bn EUR** already allocated to the Western Balkans (ELM mandate)
- **1,5 bn EUR** additional lending
- ▶ **Impact and results:** bridging the **infrastructure gap**, promoting **employment** and **growth**, fostering **economic** and **social integration** in order to support both refugees and receiving Countries



ERI in practice



The EIB Economic Resilience Initiative

EIB in **SERBIA**: expansion of FIAT plant in Kragujevac

- ▶ **500m EUR** invested in the expansion of the plant in Kragujevac, Republic of Serbia, with the launch of a new B low cost car (Fiat 500 L)
- ▶ SACE co-financing

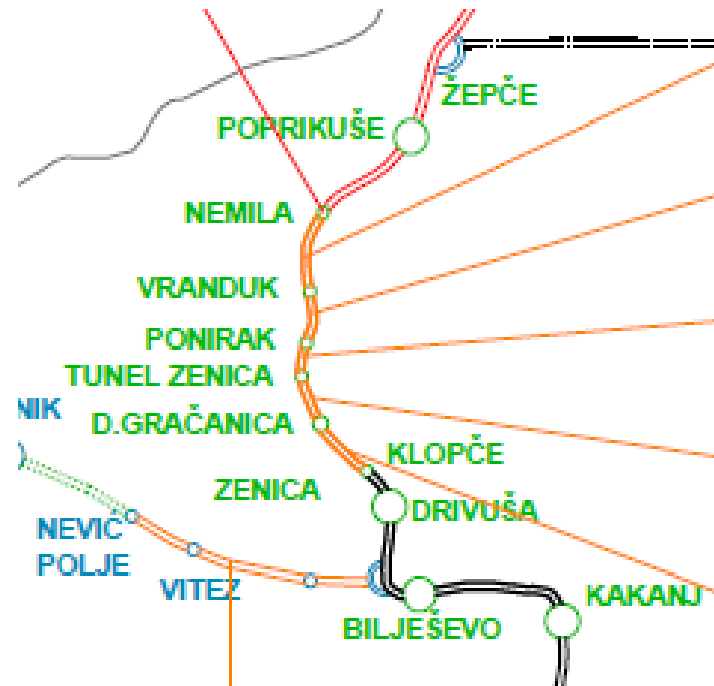


EIB in the Former Yugoslav Republic of Macedonia – supporting SMEs

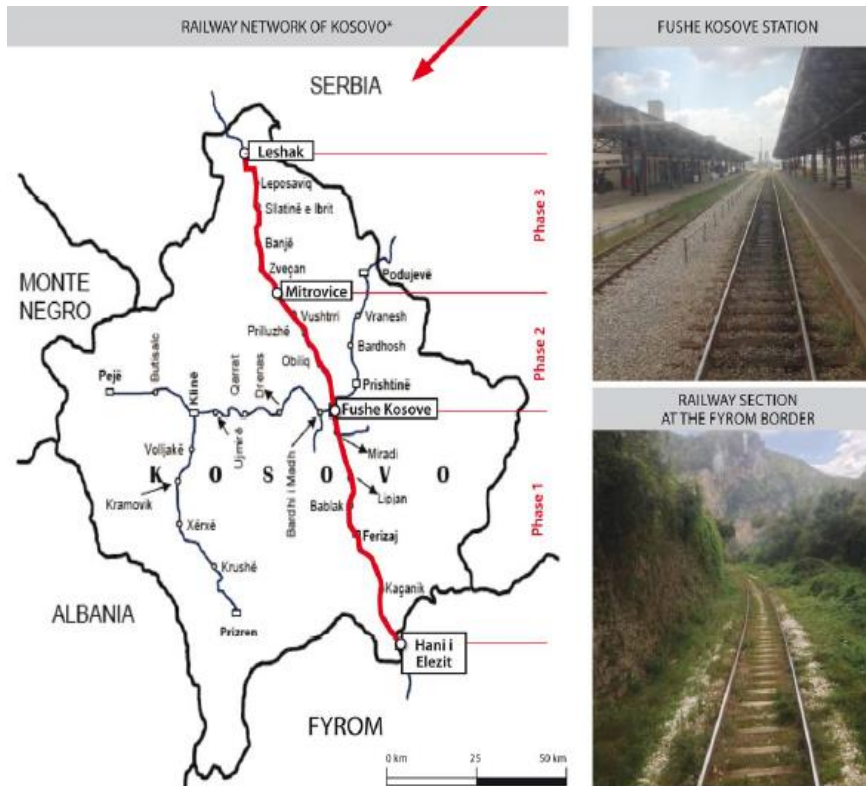
- ▶ **100m EUR loan** to the Macedonian Bank for Development Promotion (MDBP) to improve access to finance for SMEs
- ▶ **222 000 EUR** of loans to provide funding for **446 SMEs**
- ▶ **16542** jobs sustained
- ▶ **2000** new jobs

EIB IN **BOSNIA**: Corridor VC - connectivity (TEN-T)

- It crosses BiH for around 338 km, from Svilaj (North) to Bijaca (South)
- It improves connectivity of BiH with its neighbouring countries and enhances its potential for economic development



EIB IN **KOSOVO***: “Route 10” railway - connectivity (TEN-T)



- ▶ **250 km** of railway
- ▶ Connecting Western Balkans with Austria, Greece and Bulgaria

**This designation is without prejudice to positions on status, and is in line with UNSCR 1244 and the ICJ Opinion on the Kosovo Independence Declaration*

EIB IN **ALBANIA** – Roads rehabilitation and safety

- ▶ EUR 37,50m invested in the rehabilitation of about 220 km of primary and secondary roads in Albania
- ▶ Promoting regional and national economic growth and ultimately contributing to economic and social cohesion



Connectivity pipeline

- ▶ Route 7 – The Peace Highway (Serbia – Kosovo – Albania)
- ▶ Gas interconnector Serbia – Bulgaria
- ▶ Nis – Dimitrovgrad Railway (Serbia – Bulgaria)



Contacts



m.rivellini@eib.org



<http://www.eib.org/>

Business Opportunities for Italian Companies in EBRD Financed Projects London – 22 September 2017

**Jan Jackholt
Director
Procurement Policy and Advisory Department**



European Bank
for Reconstruction and Development

What is the EBRD?



European Bank
for Reconstruction and Development

The EBRD is investing in changing people's lives and environments in **more than 30 countries** that stretch from central Europe to Central Asia, the Western Balkans and the southern and eastern Mediterranean and more recently Cyprus and Greece.

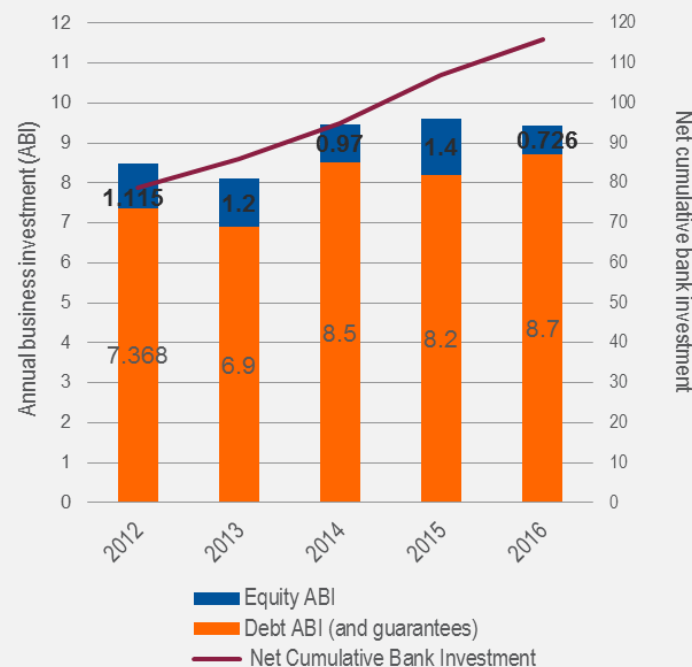
With an emphasis on working together with the **private sector**, we **invest in projects**, engage in **policy dialogue** and provide **technical advice** that fosters innovation and builds sustainable and open-market economies.

Owned by 67* countries and two inter-governmental institutions (the EU and EIB)

Capital base of **€30 billion**

*Libya is yet to become a fully ratified member of the EBRD

Cumulative business volume of
€116.0 billion as at end of 2016



Note: As at 31 December 2016

What are the EBRD's objectives?



European Bank
for Reconstruction and Development

To promote transition to market economies by investing mainly in the private sector

To mobilise significant foreign direct investment

To support privatisation, restructuring and better municipal services to improve people's lives

To encourage environmentally sound and sustainable development

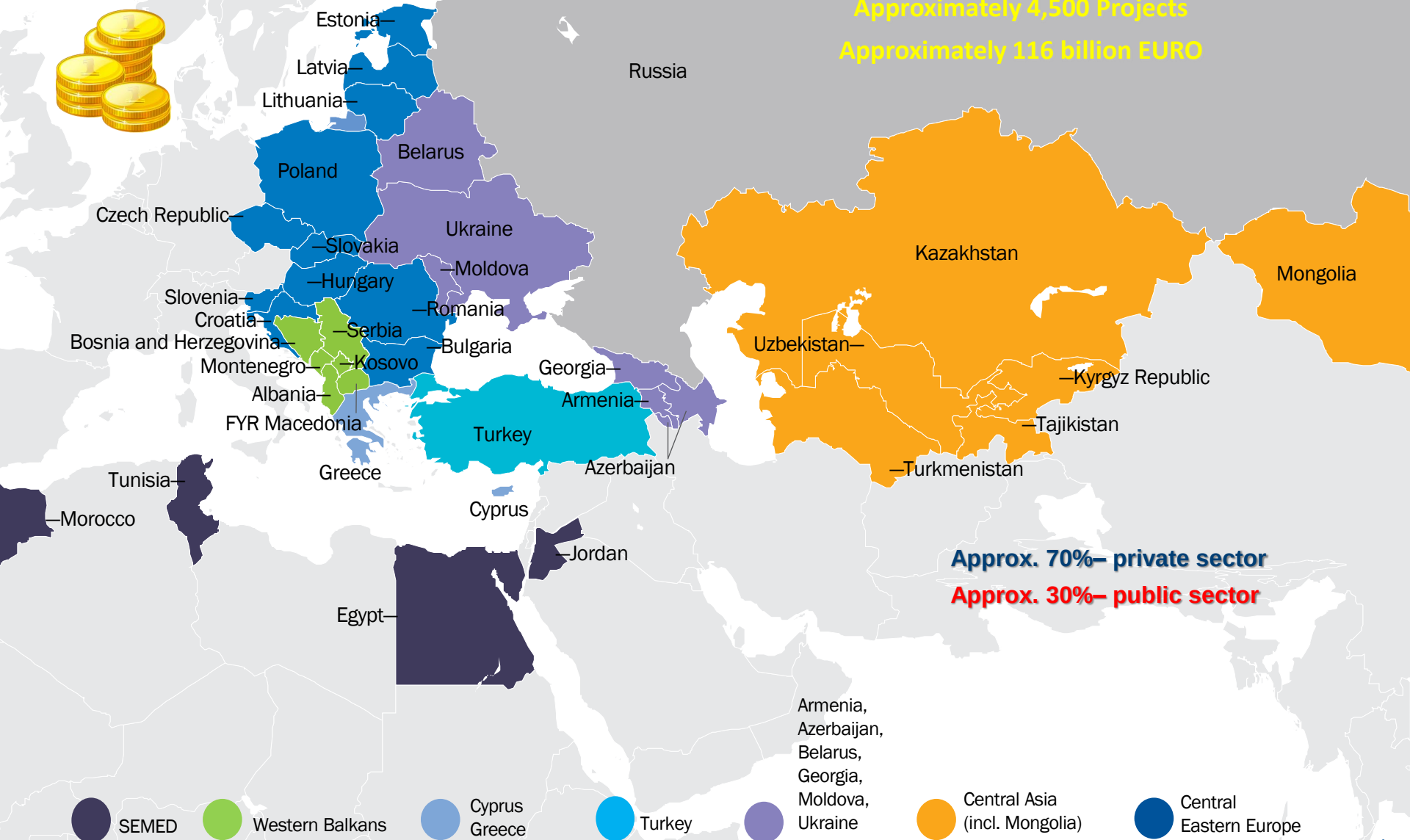


EBRD invests in more than 30 countries of operations

– increasing footprint



Cumulative since inception:
Approximately 4,500 Projects
Approximately 116 billion EURO



EBRD Procurement related Policies



European Bank
for Reconstruction and Development



DOCUMENT OF THE EUROPEAN BANK
FOR RECONSTRUCTION AND DEVELOPMENT

EBRD FINANCING OF PRIVATE PARTIES TO CONCESSIONS



European Bank
for Reconstruction and Development



European Bank
for Reconstruction and Development

Public Procurement Principles

EBRD shares same principles as other IFIs

Aligned to principles of WTO Government Procurement to make purchases or investment

Public sector procurement rules follow principles for transparency, efficiency, economy and accountability in the use of public funds

EBRD procurement rules are consistent with best international practices and will normally replace government rules in projects financed by EBRD loans



- **Public Sector Operations**

The Bank reviews and monitors the client's tender process and contract administration to ensure that procurement is carried out in accordance with the agreed procedures.

The Bank reviews complaints when addressed to the Bank

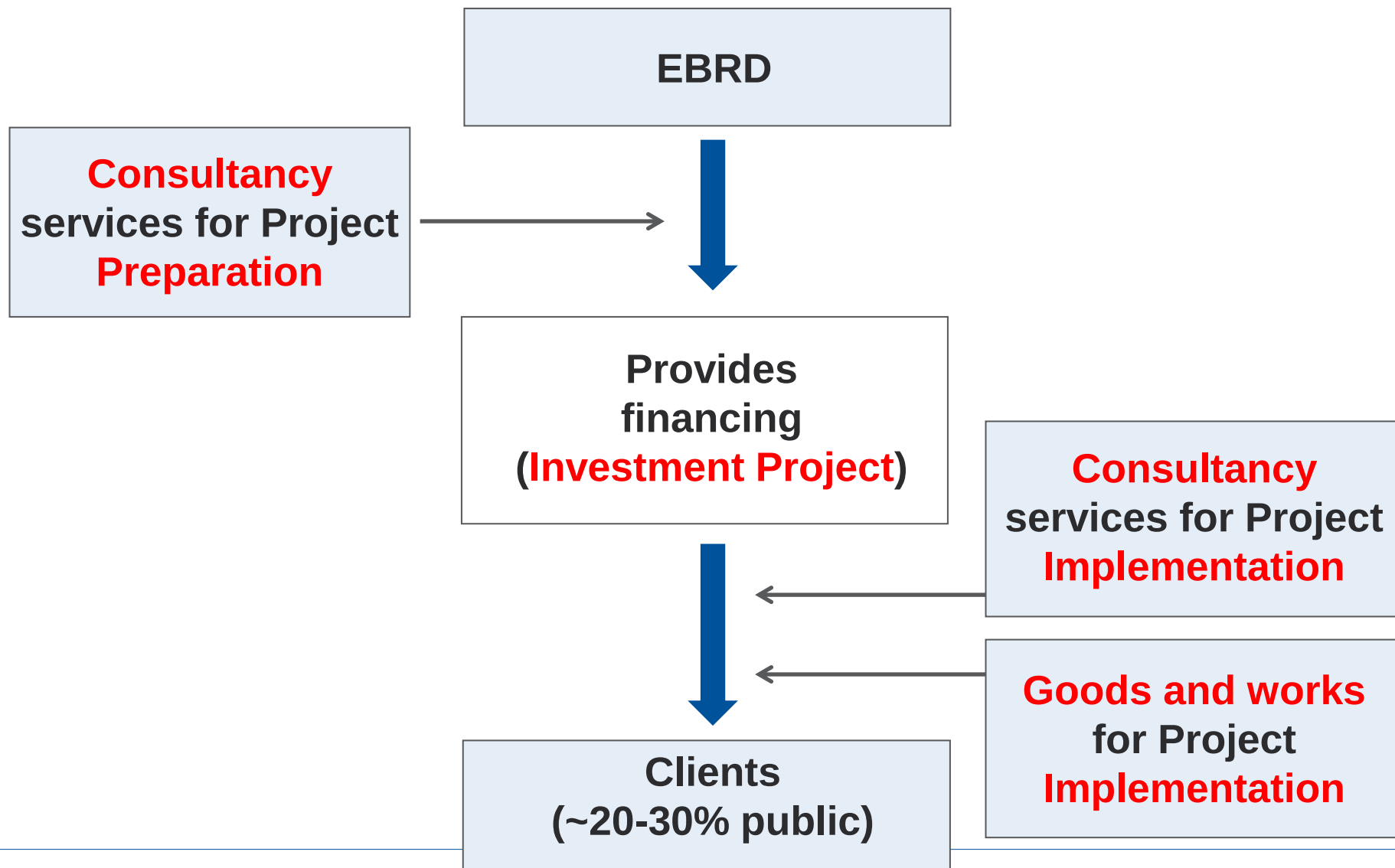
- **Private Sector Operations**

The Bank undertakes due diligence and monitors contract administration for larger projects to ensure that fair market prices are obtained

Business opportunities for consultants, suppliers and contractors



European Bank
for Reconstruction and Development



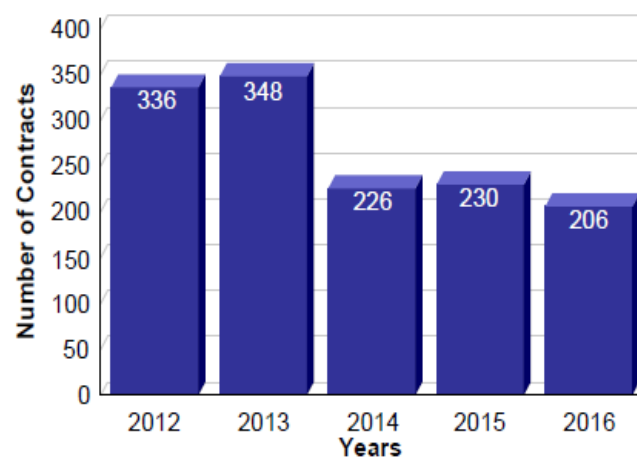
- The key activity of the Bank's procurement function is to support clients in the implementation of projects.
- The Procurement Policy Department also supports countries of operations through Procurement Policy Dialogue under the umbrella of a Memorandum of understanding to achieve procurement transition.
- The Procurement Policy Department furthermore works in a “Joint Venture” with the Bank's Legal Transition Team (LTT)
- Capacity building through the International Master in Public Procurement Management at the Tor Vergata University in Rome

PPM
Public Procurement
Management
International Master



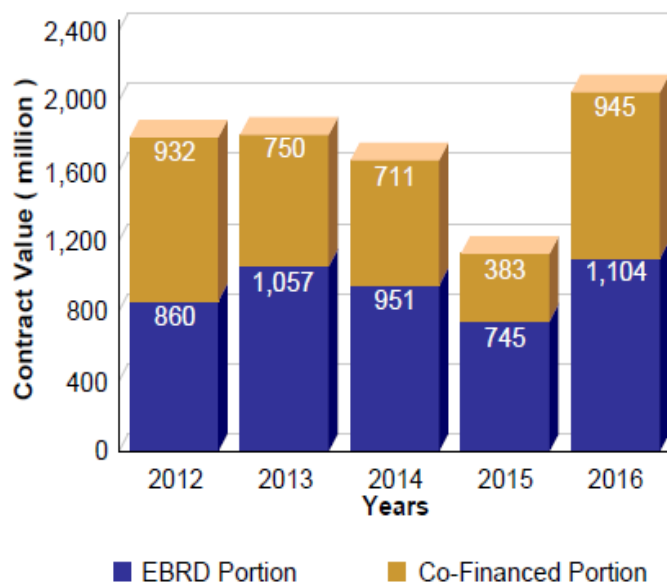
Rig Sank ~~Tall Duro~~ ~~San~~ ~~Shu~~ ~~My~~ ~~data~~ ~~Rusticella~~ ~~Ad~~ ~~Kedi/Koko~~ ~~Idung~~ ~~Damano~~ ~~St~~
~~Ammy~~ ~~leant~~ ~~SVS~~ ~~SUTA~~ ~~Two~~ ~~For~~ ~~Pyarone~~ ~~gamin~~ ~~Sh~~ ~~Sh~~ ~~Sh~~

Chart 2.1.1a illustrates the number of public sector contracts signed between 2012 and 2016



Note: Excludes contracts placed under the Nuclear Sector Funds and TC funded contracts.

Chart 2.1.1b demonstrates the overall contract value as well as the portion financed by the EBRD between 2012 and 2016. Over the past five years, a total of 1,346 contracts have been signed with a total value of € 8.442 billion of which the EBRD financed € 4.718 billion.



Distribution of contracts by size and type (2016)

Contract Size (€M)	Works	Supply & Installation	Goods	Consultant Services	Total
0~0.3	6	5	28	9	48
0.3~7.5	56	28	31	10	125
>7.5	14	10	8	1	33
Total	76	43	67	20	206
Total Value (€)	1,368,779,305	381,004,306	279,470,983	20,536,298	2,049,817,384
Average Value (€)	18,010,254	8,860,565	4,171,209	1,026,815	9,950,570
Fund Portion* (€)	625,427,793	222,311,105	240,461,552	16,190,172	1,104,390,622

*Loan and EBRD administered Grants

Note: Excluding Nuclear Safety contracts and TC funded consultancy.

Nuclear safety



European Bank
for Reconstruction and Development



The EBRD manages six nuclear safety Funds with over €6.5 billion in pledged contributions. Each Fund is governed by specific provisions as set out in the Rules of the Fund approved by the respective Assembly of Contributors and by the EBRD Board of Directors.

Procurement under the Funds must follow the EBRD's PP&R for public sector projects.

Distribution of NSD administered contracts by size and type

Contract Size (€M)	Works	Supply & Installation	Goods	Consultant Services	Total
0~0.3	2	0	33	4	39
0.3~7.5	10	18	3	2	33
>7.5	2	2	0	0	4
Total	14	20	36	6	76
Total Value (€)	89,407,047	55,990,790	5,738,077	11,060,413	162,196,326
Contract Type Value as % of Total Value	55%	35%	4%	7%	100%
Average Value (€)	6,386,218	2,799,539	159,391	1,843,402	2,134,162

Bank funded Goods, Work and Services

Number of tenders submitted by Italian firms = 107

Number of contracts won by Italian entities = 40

Total value EUR 390 million (EUR 261 million works contracts)

Table 2.13.1 shows the countries with the highest total value of contracting over the past five years in descending order.

Country of Operations	Awarded (€)
ROMANIA	1.809 billion
UKRAINE	1.243 billion
MOROCCO	843 million
BOSNIA AND HERZEGOVINA	757 million
SERBIA	456 million
Overall - Total	5.107 billion

The contracts in these five countries totalled € 5.107 billion which represented 60 per cent of the overall total contract value of the past five years (€ 8.538 billion).

Opportunities for suppliers & contractors?

Research ebrd.com!



WHAT WE DO

WHO WE ARE

WHERE WE ARE

WORK WITH US



We invest in changing lives.

What's new

EBRD investments in SEMED hit €1.5 billion

Our investments in the southern and eastern Mediterranean have now reached the milestone of €1.5 billion.

The funds contribute to the development of the private sector and open market economy in Egypt, Jordan, Morocco and Tunisia.

Work with us:

- Project finance
- **Procurement (see next!)**
- Trade Facilitation etc.



Procurement Notices



European Bank
for Reconstruction and Development

EBRD intranet

Graphic resources

Graphic resources

EBRD procurement opportu...

BBC NEWS News Front P...

Latest news, sport and co...

SPiegel ONLINE - Nachri...

Aktuelle Nachrichten - Inl...

BBC News - Home

http--boldnet2-v3_main

http--pas.ebrd

DTM Banking - Opscom

European Bank

for Reconstruction and Development

NEWS

CORPORATE AND INVESTOR INFORMATION

ENGLISH

WHAT WE DO

WHO WE ARE

WHERE WE ARE

WORK WITH US

Home

Work With Us

Procurement

Procurement

The EBRD provides many opportunities for suppliers, contractors and consultants worldwide.

Most of these procurement opportunities are related to EBRD-financed projects in our region of operations. But there are also a limited number of opportunities to tender for contracts involving internal EBRD projects and departments. We offer open and fair competition in all our procurement activities.

The EBRD has developed mechanisms to ensure that the highest level of integrity is respected in all of its activities, including Procurement.

Procurement opportunities fall under several types:

Corporate Procurement

We seek products, services and experts for internal EBRD projects and departments at our London headquarters and our network of regional offices.

[LEARN MORE >](#)

Project Procurement

[LEARN MORE >](#)

Consultancy Services

Selection and engagement of consultants for the needs of the Bank and its Clients falls under responsibility of the Technical Cooperation team

[LEARN MORE >](#)

Procurement:

More in this section

Project Procurement

[GO >](#)

Sectors and countries we work in

Countries where the EBRD invests

Industries we operate in

Project Procurement

Do your research!

<http://www.ebrd.com/work-with-us/procurement/project-procurement.html>



European Bank
for Reconstruction and Development

Business opportunities

[Current Notices](#)



[EBRD Client E-Procurement Portal \(ECEPP\)](#)



[List of prequalified Tenderers and Shortlisted Consultants](#)



[Contract Awards Notification](#)



[Contract Pipeline](#)

When you want to be well prepared – look here!!



[List of entities and individuals which are ineligible to become an EBRD](#)



[Counterparty](#)

Learn more about Project Procurement

[Procurement Policies and Rules and Related Bank Policies](#)



[Integrity and Compliance](#)



[Standard Procurement Documents and Guidance Notes](#)



[Reports](#)



[Making a Project Procurement Complaint](#)



[Procurement Policy Department Initiatives](#)



E-procurement



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ECEPP | European Bank for ...

European Bank
for Reconstruction and DevelopmentEBRD Client
e-Procurement Portal

ECEPP

Home

About EBRD

Login / Register

Enguri Hydro Power plant rehabilitation and Modernisation

Registration

Search Opportunities

News & Updates

Help & FAQs

Welcome to the EBRD Client e-Procurement Portal (ECEPP)

The ECEPP portal allows clients of the European Bank for Reconstruction and Development (EBRD) to conduct electronic project procurement for goods, works and loan-funded 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](#).

Tender opportunities and published information may be viewed without registration. In order to access tender documentation free of charge and participate in electronic tendering for contracts procured under the Bank's Procurement Policies and Rules, Suppliers and Contractors must first register through the above link.

For more information on EBRD project procurement in general, please follow this link: www.ebrd.com.

Latest News

- A New Video for Suppliers and Contractors
- A Promising 2016 with More New Pilot Projects in the Pipeline
- A Positive Balance for ECEPP Inaugural Year
- ECEPP goes live with the first pilot project
- More pilot projects in the pipeline. Kosovo and Moldova to become the next two countries of operation to use ECEPP

- Explore sub-contracting or joint venture (JV) opportunities
- Respond to the GPN and build your knowledge
- Don't be too clever when preparing your tender (comply with the requirements) !!!
- Does your company meet the qualification criteria? Form JV
- Make sure to provide answers to all questions and submit all required documentation
- Review documents early and submit questions or issues in writing, if necessary copy the Bank



- Do not attempt to influence the tender evaluation process. The evaluation process is confidential
- If unsuccessful, ask the client for a debriefing
- Complaints should be submitted using the forms on Bank's procurement complaint website



European Bank
for Reconstruction and Development

You can only win, if you participate!!



Grazie!



European Bank
for Reconstruction and Development

Thank You!

Jan Jackholt

Director

EBRD Procurement Policy Department

Email: jackholj@ebrd.com

Tel: +44 20 7338 6543

Energy Efficiency & Climate Change Team

Ioannis Papaioannou, Associate Director

ANCE meeting, 22 September 2017



European Bank
for Reconstruction and Development

Typical EBRD Project for the Energy and Industrial Energy Efficiency Sectors

1. Power Generation

- Construction of new renewable projects (wind, PV, biomass etc.)
- Large and small hydropower plants of all types (greenfield and modernisation of existing)
- Construction of new CCGT units

2. Power Transmission and Distribution Projects

- Networks expansion and modernisations (lines, substations, control systems etc.)
- SCADA, smart grid and smart metering systems

Typical EBRD Project for the Energy and Industrial Energy Efficiency Sectors

3. Oil & Gas

- Upstream oil and gas projects
- Gas transmission pipelines (pipelines, compressor stations and auxiliaries)
- Oil Refineries modernisation, EE projects and environmental improvements
- Gas distribution networks expansion and modernisation projects

4. Mining (greenfield and modernisation projects)

5. Industrial Energy Efficiency projects in energy intensive sub-sectors

- Iron and steel
- Metallurgy (aluminium, copper and zinc, gold etc.)
- Cement
- Pulp and paper
- Glass
- Ceramics
- Agribusiness

Possible Opportunities for ANCE and its members to work with EBRD

1

Investment Related Assignments

Due Diligence: Technical, Commercial, Legal, Economic and Environmental

2

Lender's Engineer

On behalf of the Bank provide Technical Advisor services, e.g. monitoring of construction and initial years operation.

3

Donor-Funded Technical Cooperation (TC)

Assignments related to Project Preparation (F/S, Market studies, ESIA etc.)

4

Project Implementation

PIU assistance

ANCE VISIT TO EBRD 21 September 2011

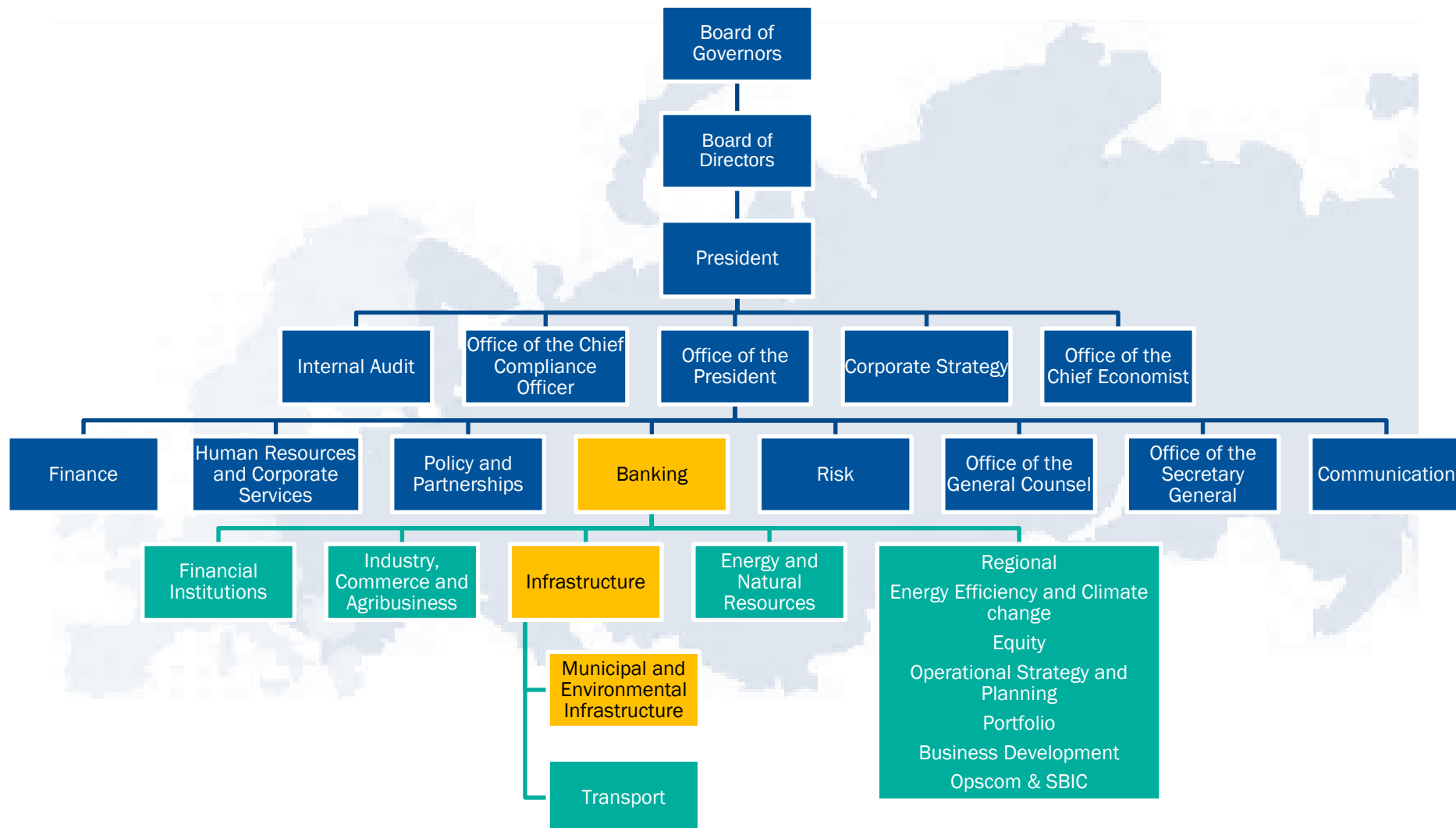
Lin O'Grady
Deputy Head, Municipal and Environmental
Infrastructure Team



European Bank
for Reconstruction and Development

- **EBRD and the Municipal and Environmental Infrastructure Sector**

Municipal & Environmental Infrastructure Sector in the EBRD organisation structure

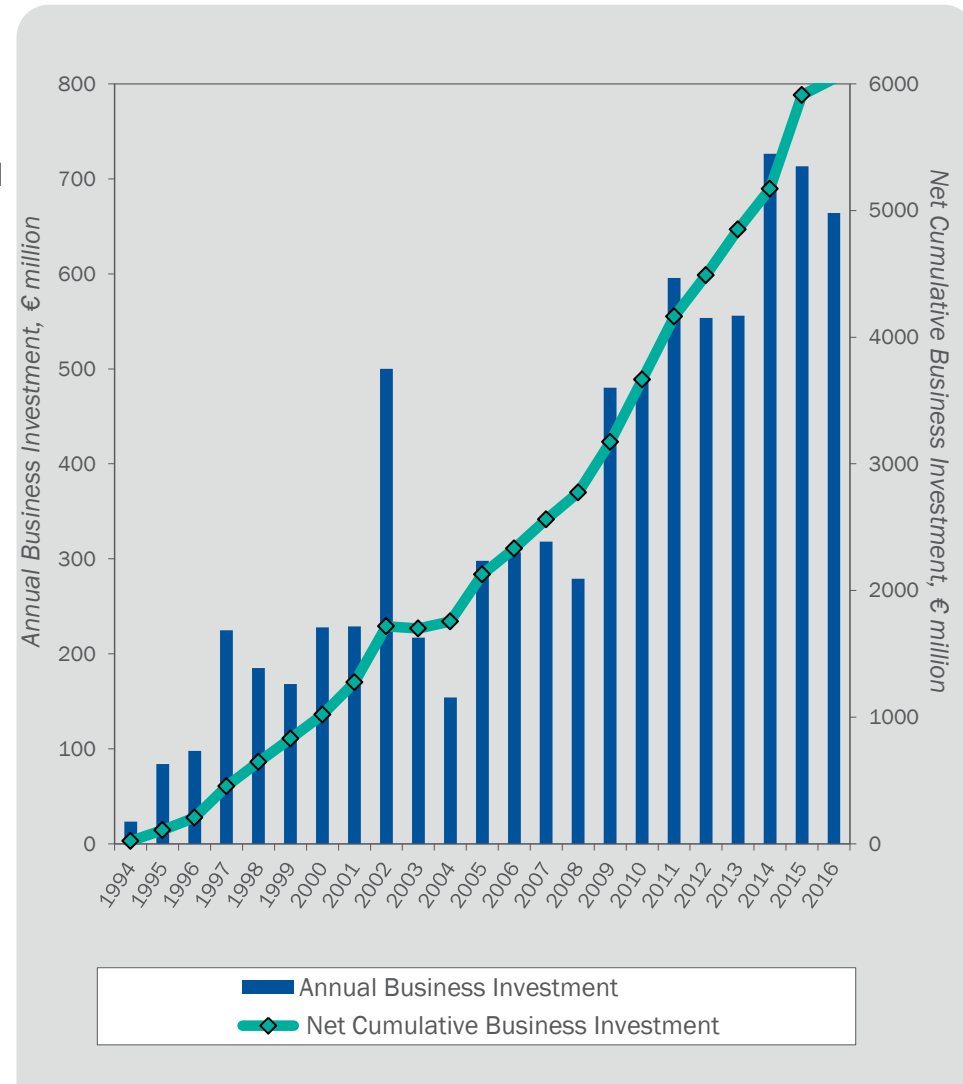


EBRD and municipal finance



European Bank
for Reconstruction and Development

- Activity started in 1994
- Over 360 projects signed and over €6.4 billion invested in the municipal sector
- 71% projects with public sector - municipal or state
- 29% private clients/ PPPs
- Over €7 billion of co-financing and grants mobilised
- In 2016 €664 million invested in 50 projects
- Voted 'Best Multilateral Team 2013' by World Finance Infrastructure Investment Awards.



Note: as at 31 December 2016

Municipal & Environmental Infrastructure sectors



Water & Wastewater

€2.4 billion
183 projects
32 countries

New and rehabilitated water and waste water treatment plants, network rehabilitation and extensions as well as pumps and metering to improve the quality of service and environmental compliance; investment in both maintenance and asset renewal



Urban Transport

€2 billion
94 projects
22 countries

Fleet and rolling stock renewal, metro, LRT, buses and trams, public transport infrastructure, including track, power supply and signalling, depot refurbishment, e-ticketing and automated fare collection; traffic management and vehicle information systems, and rehabilitation of municipal streets



Solid Waste

€194 million
27 projects
13 countries

Investment in new landfills, recycling and collection equipment to improve both the efficiency and frequency of collection and well as to prevention of groundwater contamination



District Heating & Other Municipal Services

€ 1.42 billion
87 projects
22 countries

District heating/cooling, parking, ESCOs and facilities management to promote efficiency gains and new ways of service delivery



Facilities Management

€377 million
5 projects

Investment in social infrastructure (e.g., hospitals and schools) using long-term facilities management PPP models

Products carefully tailored to project needs and market conditions



- 39% of MEI's cumulative portfolio: 172 projects for €2.3 billion across 30 countries
- Investments to both maintenance and asset renewal to improve service levels and to improve quality and delivery of drinking and reduction of non-revenue water
- For wastewater, focus on collection and treatment of sewage and ways to monetise sludge and wastewater
- Technical cooperation and support to operational and financial performance of municipal water and to introduce regulatory and tariff regimes
- Focus on cost recovery tariffs within affordability levels
- A financial sustainable operator provides the highest service levels resulting in satisfied customers



MEI sector

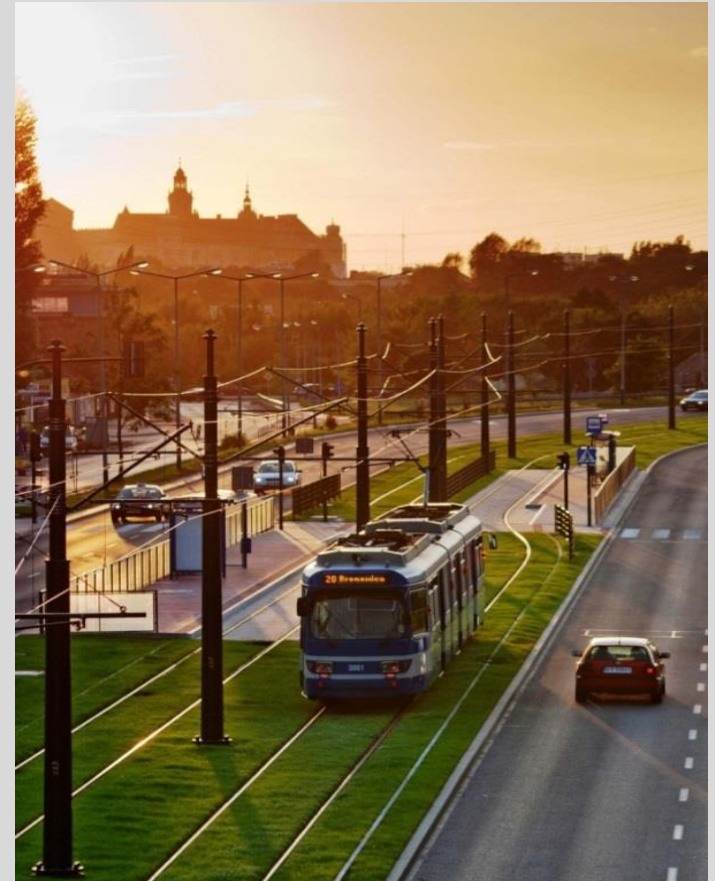
Urban transport sector



European Bank
for Reconstruction and Development



- 33% of MEI cumulative portfolio: over 86 projects for €1.94 billion across 21 countries
- Key factor in promoting economic growth
- Strong contributor to sustainable investment goals
- Rehabilitation of public transport in urban areas and need to replace ageing and operating equipment
- Improve financial performance of transport operators to allow access financing
- Need to introduce public service contracts between transport authority and operator
- Investment in public transport, key to sustainable urban development, needed to counter the negative effects of rapid motorisation



MEI sector

Waste management sector



European Bank
for Reconstruction and Development



- Cumulative investments in 26 projects to date for €120 million across 12 countries
- Projects have focused on rehabilitation and construction of sites as well as implementing efficient waste systems
- Focus on meeting EU waste standards
- Efficiency and frequency of collection of waste
- Improve adequacy of waste disposal
- Need to organise waste management systems on a regional level



MEI sector

Facilities management sector



European Bank
for Reconstruction and Development



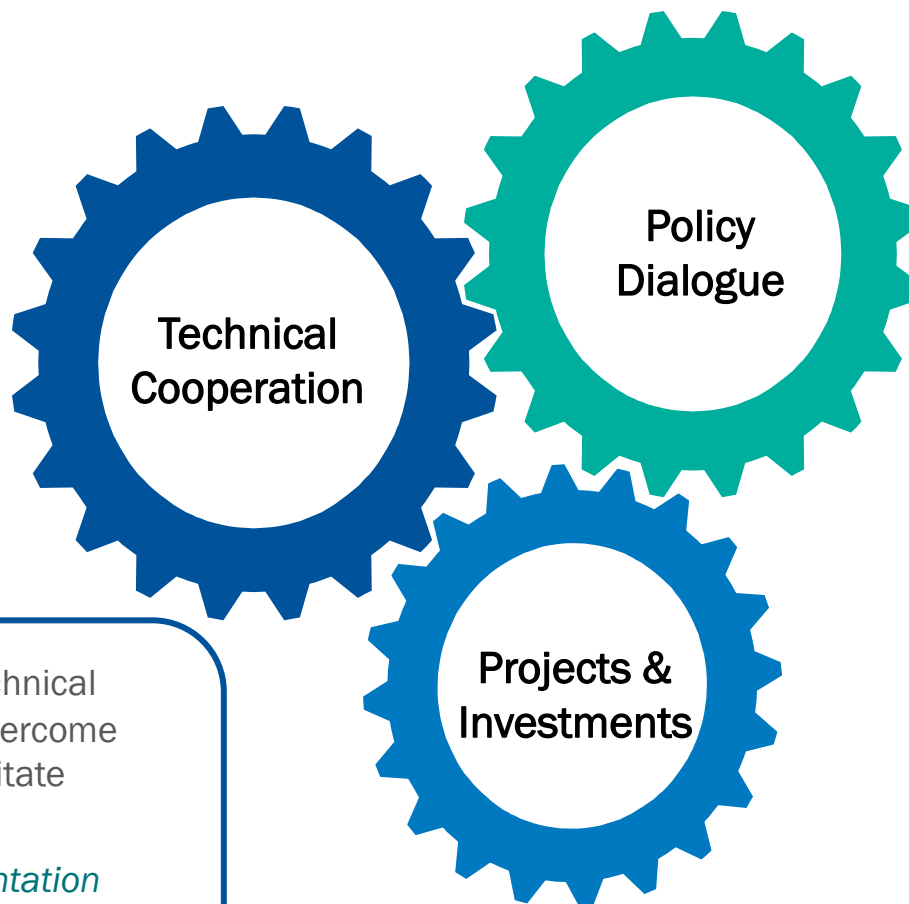
- Investments in 3 projects to date for €313 million
- Projects have focused on new build hospitals under availability payment-based PPP model
- Focus to date on meeting international quality standards
- Efficiency of asset management
- Major focus on Turkey's hospital PPP programme, using Framework approach



EBRD Support and Value Added



European Bank
for Reconstruction and Development



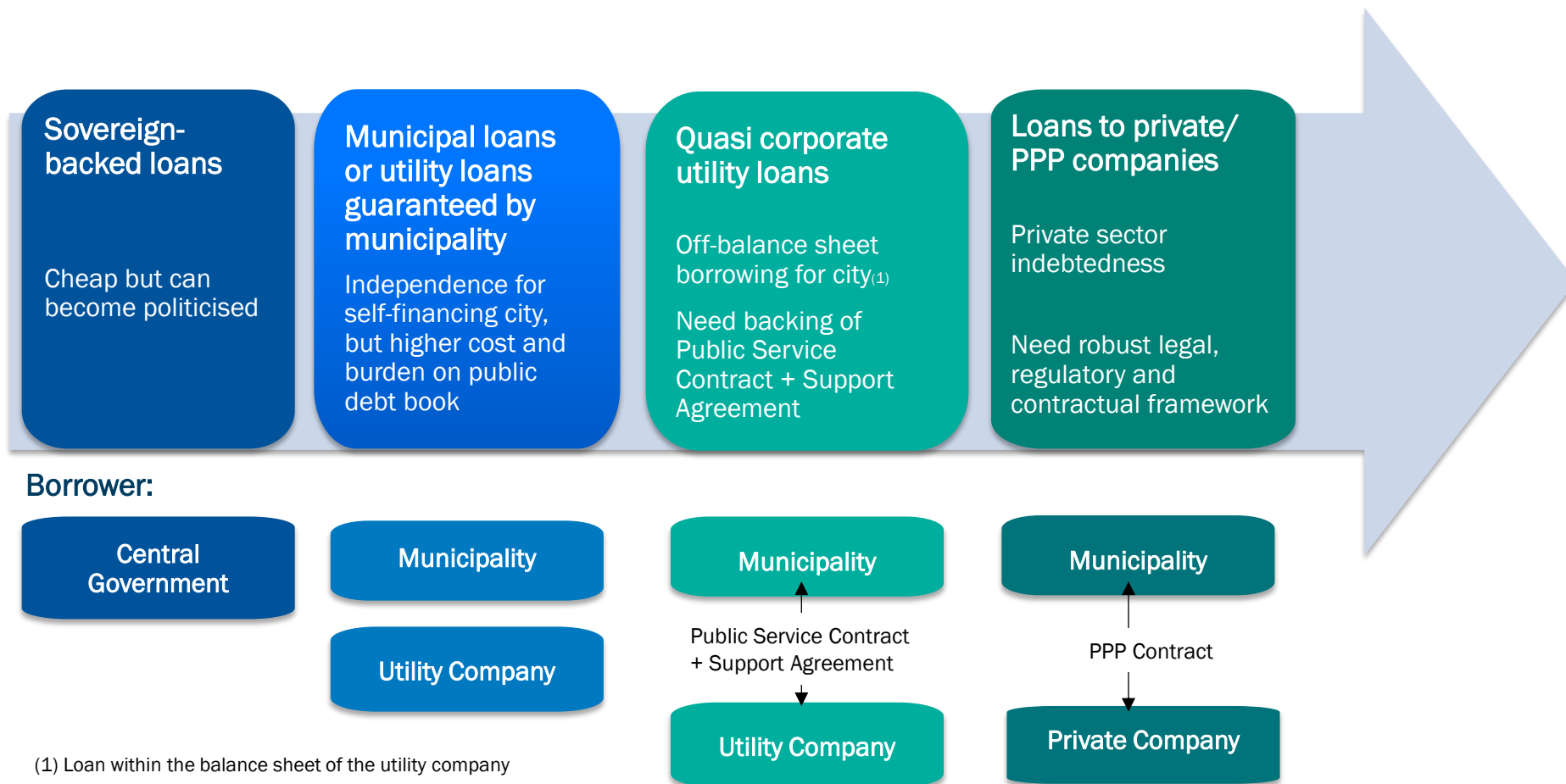
Donor funded technical cooperation to overcome barriers and facilitate implementation

- *Project Implementation*
- *Corporate Development*
- *Stakeholder engagement*

Development of strong institutional and regulatory frameworks

- *Tariff reform*
- *Negotiation (Ukraine)*
- *PPPs – Support to national units (Turkey, Egypt)*

Financing Municipal Infrastructure by EBRD: Matching Client Capacity to Project Needs



EBRD structures projects across the whole spectrum, e.g., from sovereign loans when legally necessary, municipal loans, public utility loans backed by municipal guarantee, operational concessions (DBOM), PPPs based on DBFO to full privatizations.

EBRD loan financing parameters

Size €10 »» 200+ million (EBRD account)

Local currency, where possible

Long maturities

- Up to 15 years (public sector) and 18-20 years (PPPs) including 3-4 years grace
- Repayment profile sculpted against projected cash flows

Market pricing linked to risk and tenor

- Currency reference rate + margin
- Fixing possible (swap, caps) or CPI-linked instruments

Security and other project support

- Sovereign guarantees
- Municipal Guarantees
- Project Support Agreements
- Assets/revenue pledge
- Debt Service Reserve Account

2. Goals of the GrCF



European Bank
for Reconstruction and Development

A systematic approach to address urban environmental performance and barriers through

3 components:



Delivery of strategy and policy support (GCAP)



Facilitating and stimulating green City infrastructure investments



Building capacity of city administrations and key stakeholders

A new approach



GrCF: A well-targeted Framework



European Bank
for Reconstruction and Development

INFRASTRUCTURE INVESTMENTS

Framework focus on sectors:

- Solid Waste
- Water & Wastewater
- Urban Transport & Roads
- District Heating
- Public Building Energy Efficiency

CITIES OF $\geq 100,000$

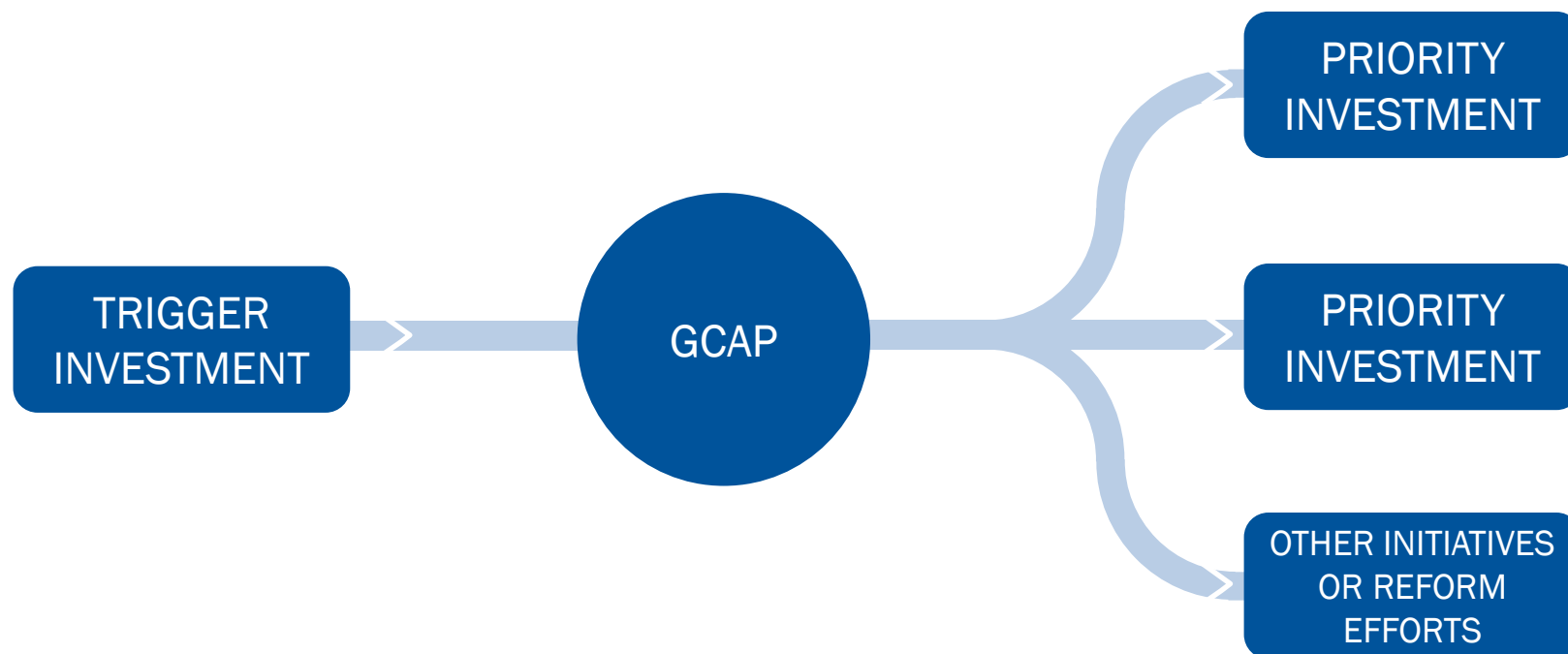
Across EBRD's COOs Cities, with initial focus on CMB and WB, with smaller population sizes considered on a case-by-case basis considering the needs of the cities

MUST CONDUCT GCAP

To initiate the Framework, in conjunction with a 'trigger' project in one of the Framework's sectors



GrCF: Embedded in Real Projects



Example

Tbilisi Buses

Tbilisi GCAP

Tbilisi Solid Waste

GCAPs & Policy Dialogue



European Bank
for Reconstruction and Development

	month	GrCF Phase	Key Activities & Outcomes	
	1	Green City Baseline	Baseline assessment of cities' environmental performance based on 35 indicators Enables cities to track and report savings Robust stakeholder engagement	accompanied by Policy Dialogue ○ remove obstacles to green investments ○ improved tariff structure ○ environmental considerations in public procurement ○ energy efficiency regulations in public buildings ○ removing obstacles to green investment and initiatives
	2			
Indicator Assessment complete	3			
	4			
	5			
Priority Environmental Challenges identified	6			
	7	Green City Action Plan	5 year plan of investments and policy initiatives to address most pressing environmental challenges Robust stakeholder engagement	
	8			
Indicative Investments identified	9			
	10			
	11			
GCAP complete	12			
	13+	Implement		
	3 yrs	Reporting		



3. GrCF: Current Status And Achievements



European Bank
for Reconstruction and Development

4 Projects Signed

Chisinau Buildings €10m

Sarajevo Water €25m

Belgrade Green €20m

Blvd

Batumi Bus €5.5m

6 Projects Expected

Tirana Water €20m

Sofia Electric Bus €7.5m

Chisinau Solid Waste €10m

Zenica Hospital €10m

UB Solid Waste €10m

Banja Luka DH €8.25m

2 GCAPs Concluded

YEREVAN

TBILISI

1 GCAP Underway

TIRANA

Prospective GCAPs

BELGRADE

SARAJEVO

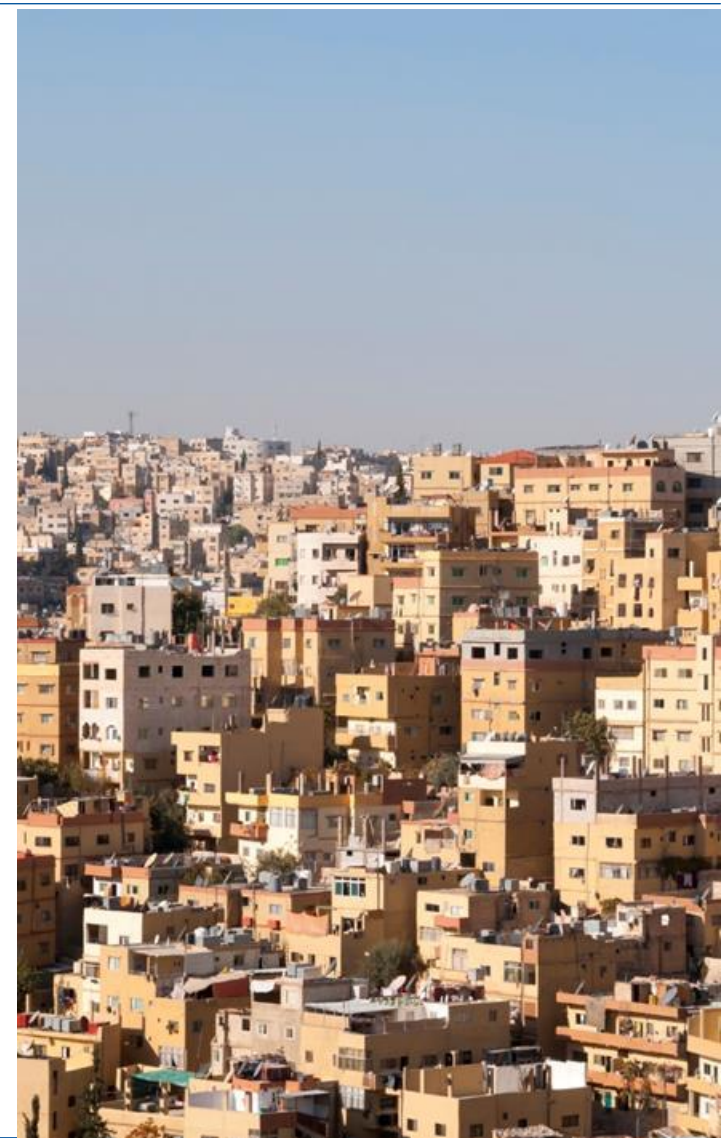
BATUMI

ULAANBAATAR

MINSK

Donor Funds Mobilised

€ 25m



Contacts



European Bank
for Reconstruction and Development

For all further enquiries, please
contact:

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Deputy Head
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Infrastructure
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Email: OGRADYL@EBRD.COM

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Property and Tourism

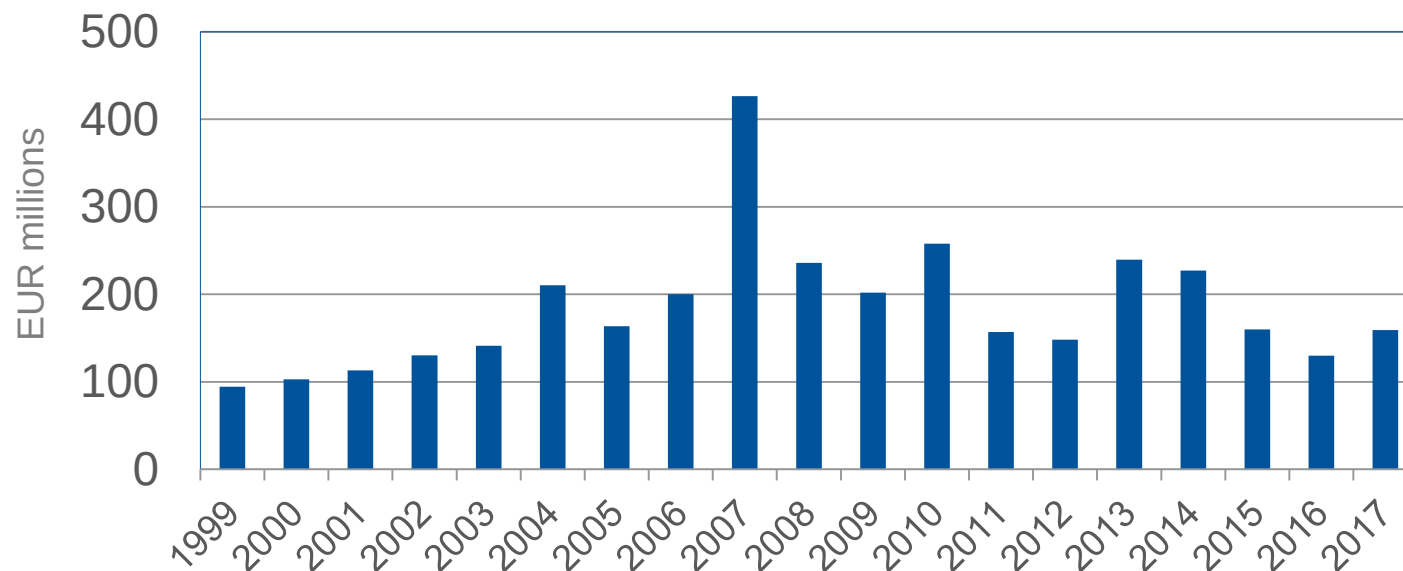
22 September 2017



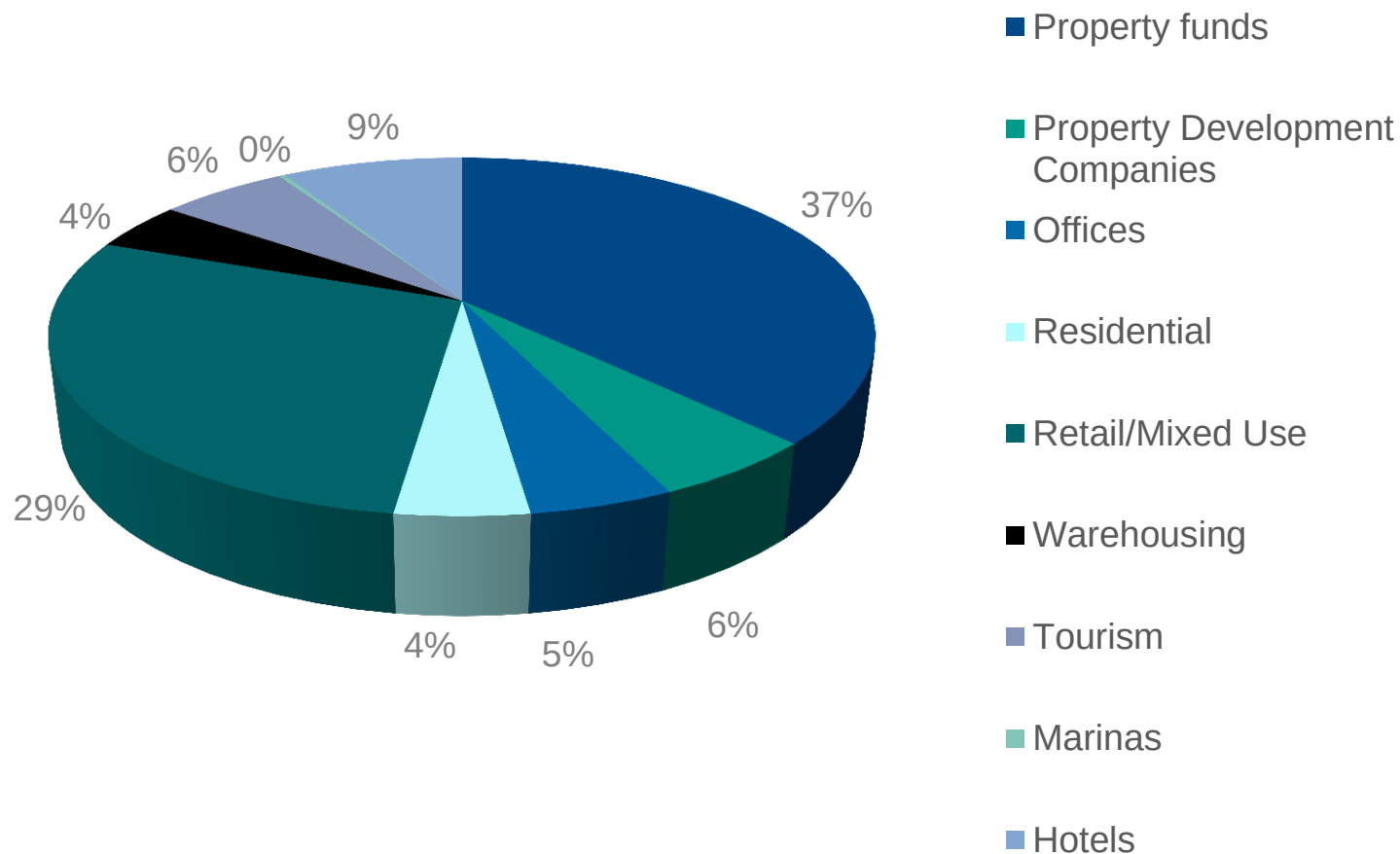
European Bank
for Reconstruction and Development

Total commitments as of end of June 2017:

- €2.6 billion to 168 projects (including equity participation in funds)

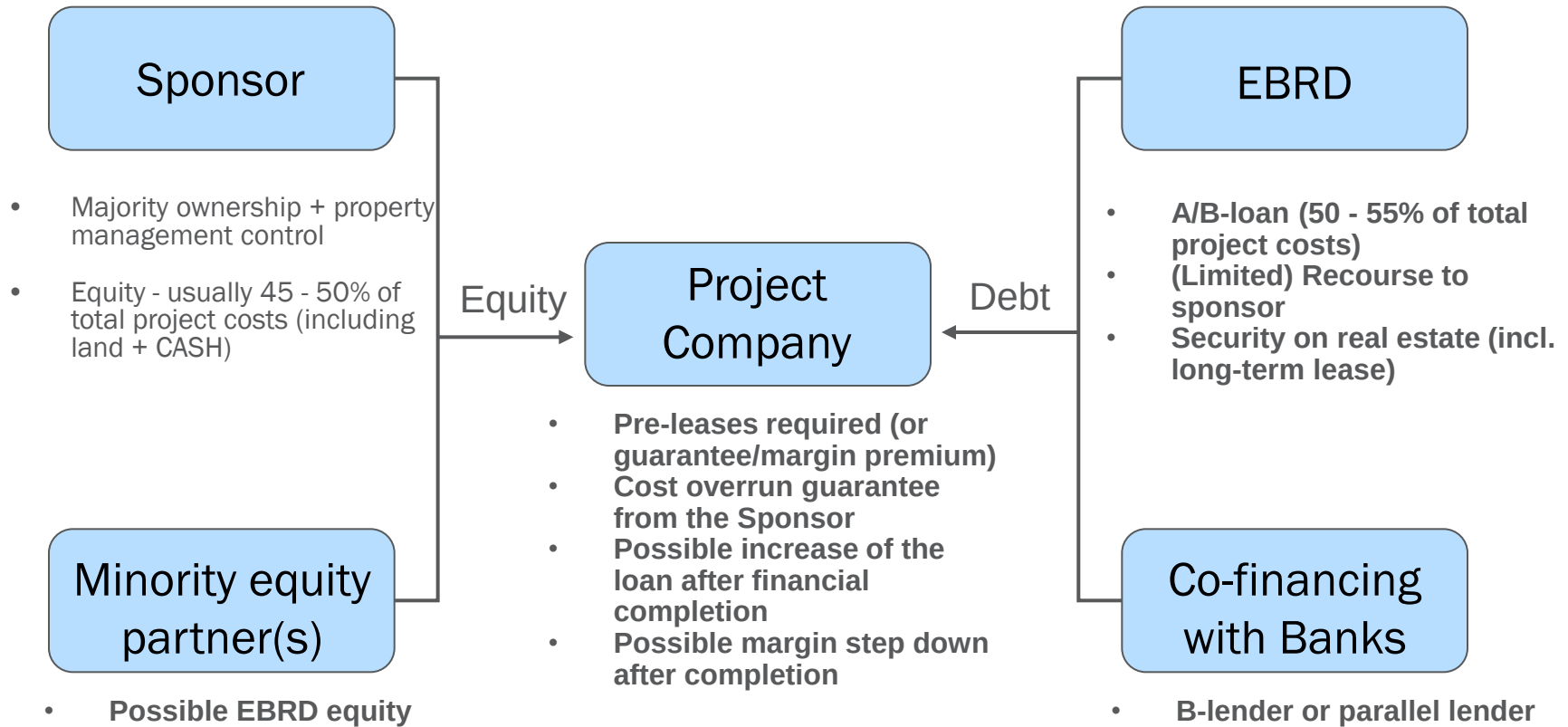


Property Commitments by sub-sector



Financing structures

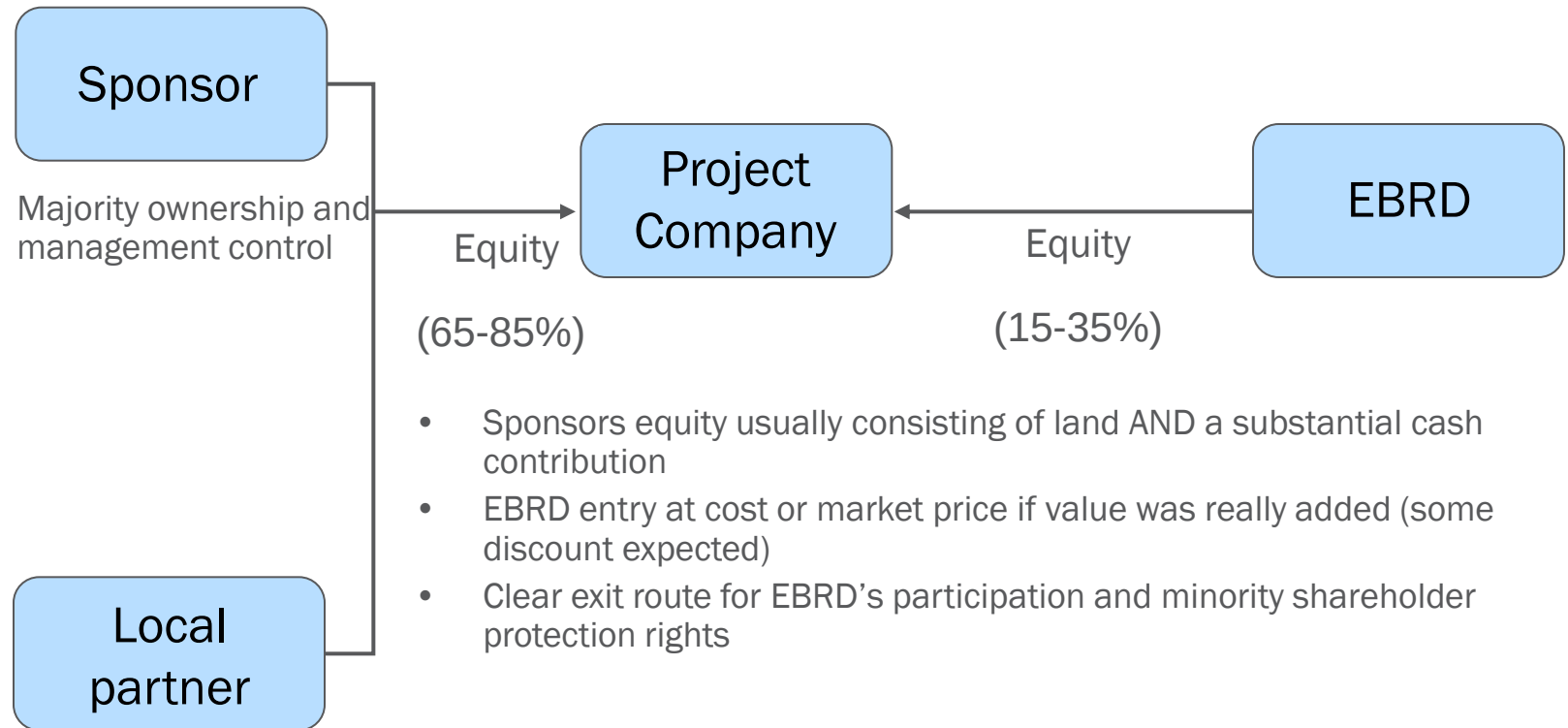
Classic Debt Project Financing



Note: details are simplified for case study

Financing structures

Limited Risk Equity Financing



Note: details are simplified for case study

Maximum EBRD financing:
35% of total project costs

- Strong sponsor
- Substantial equity contribution
- Sponsor guarantees
- Transparent acquisition of the land and sound procurement practices
- “Green”/Sustainable buildings
- Innovative products/projects



Case studies

Abdali Urban Regeneration in Jordan - 2013

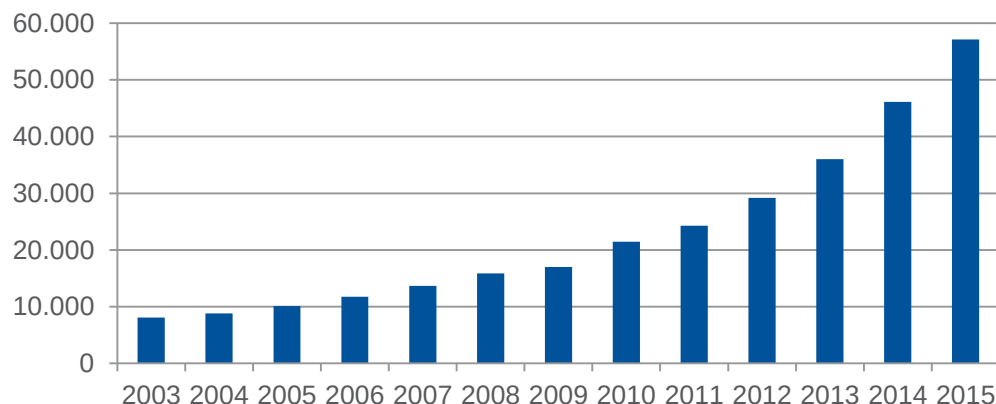
- ❑ In 2013, the EBRD signed a USD 80 million senior loan to finance the development of a highly sustainable retail and entertainment centre in Amman, Jordan.
- ❑ The project anchors a major regeneration scheme in the centre of Amman, one of the largest mixed-use developments ever undertaken in Jordan, and will provide 65,000 m2 of modern retail and entertainment space.
- ❑ The EBRD supported the client in identifying energy efficiency and training opportunities for young entrants into the job market, and as a result the project will set benchmarks for sustainability in Jordan.



Griffin Student Accommodation Portfolio in Poland - 2016

- ❑ Private purpose built student accommodation addresses the severe shortage of quality student accommodation in the CEE region and Poland in particular – university dormitories in Poland can accommodate only 10% of all students.
- ❑ Foreign students have increased almost 6 times in Poland over the last 10 years and by 24% in 2015. The total number of university students in Poland is approx. 1.5 mln of which 0.9 mln full time students.
- ❑ In December 2016, EBRD alongside HSBC provided a senior loan in PLN to finance Griffin Real Estate's (majority owned by Oaktree Capital) student housing portfolio and the expansion of the student accommodation portfolio across Poland.
- ❑ The loan finances the first private purpose built student accommodation portfolio in Poland and the CEE region.
- ❑ EBRD worked with the client to introduce a Community Engagement Program – Griffin will install individual meters in all rooms to measure utilities consumption. The Community Engagement Program will educate and encourage students to save energy.

Foreign Students in Poland



Financing efficient and sustainable transport networks

EBRD experience in promoting transport solutions

ANCE Mission to the EBRD
22 September 2017



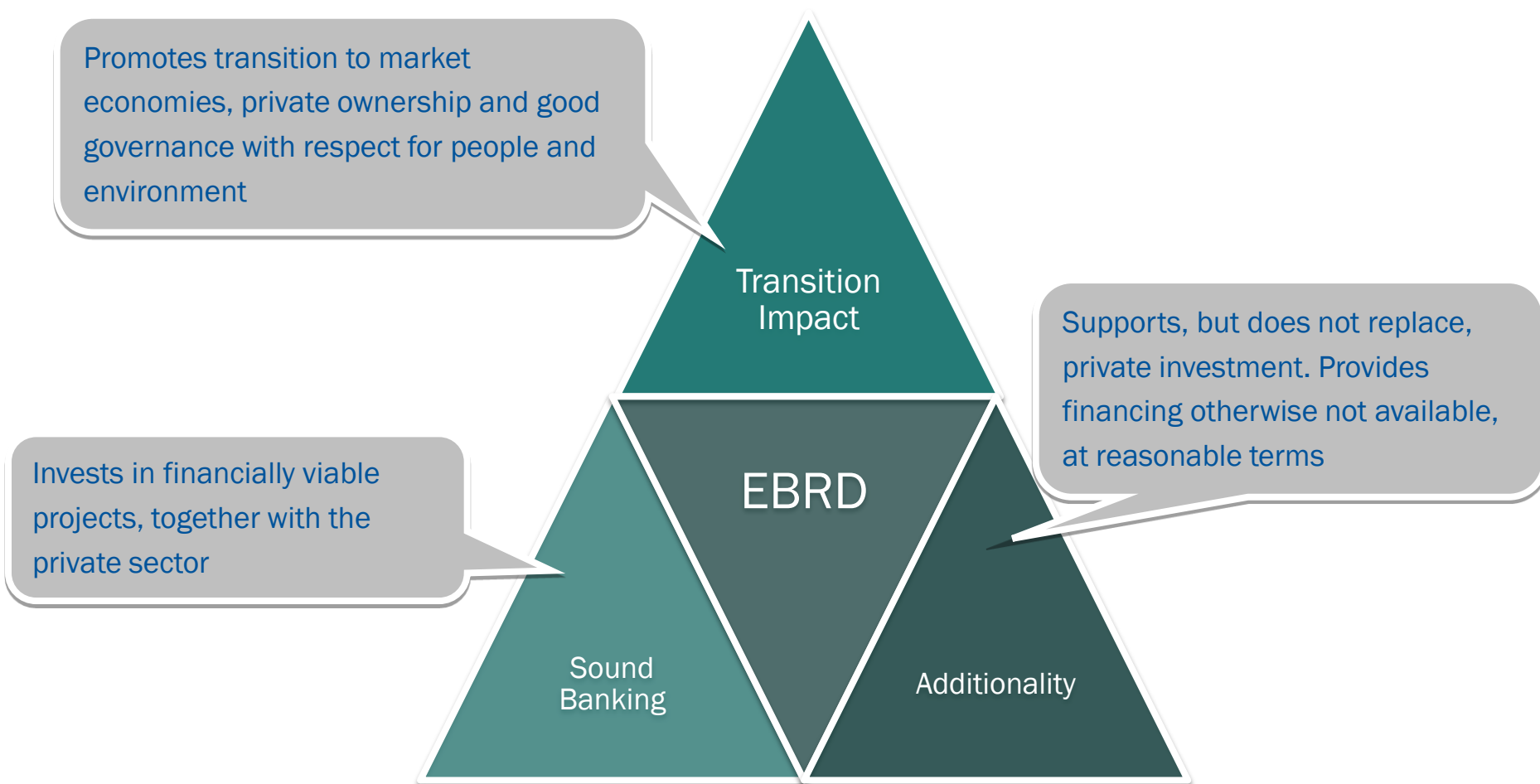
- International financial institution, promoting **transition to market economies** by investing mainly in **private sector development** and entrepreneurship
- Owned by **65** countries and two intergovernmental institutions
- **Largest single investor** in the region of operations (36 countries from central Europe to central Asia and the southern and eastern Mediterranean):

EBRD at a glance

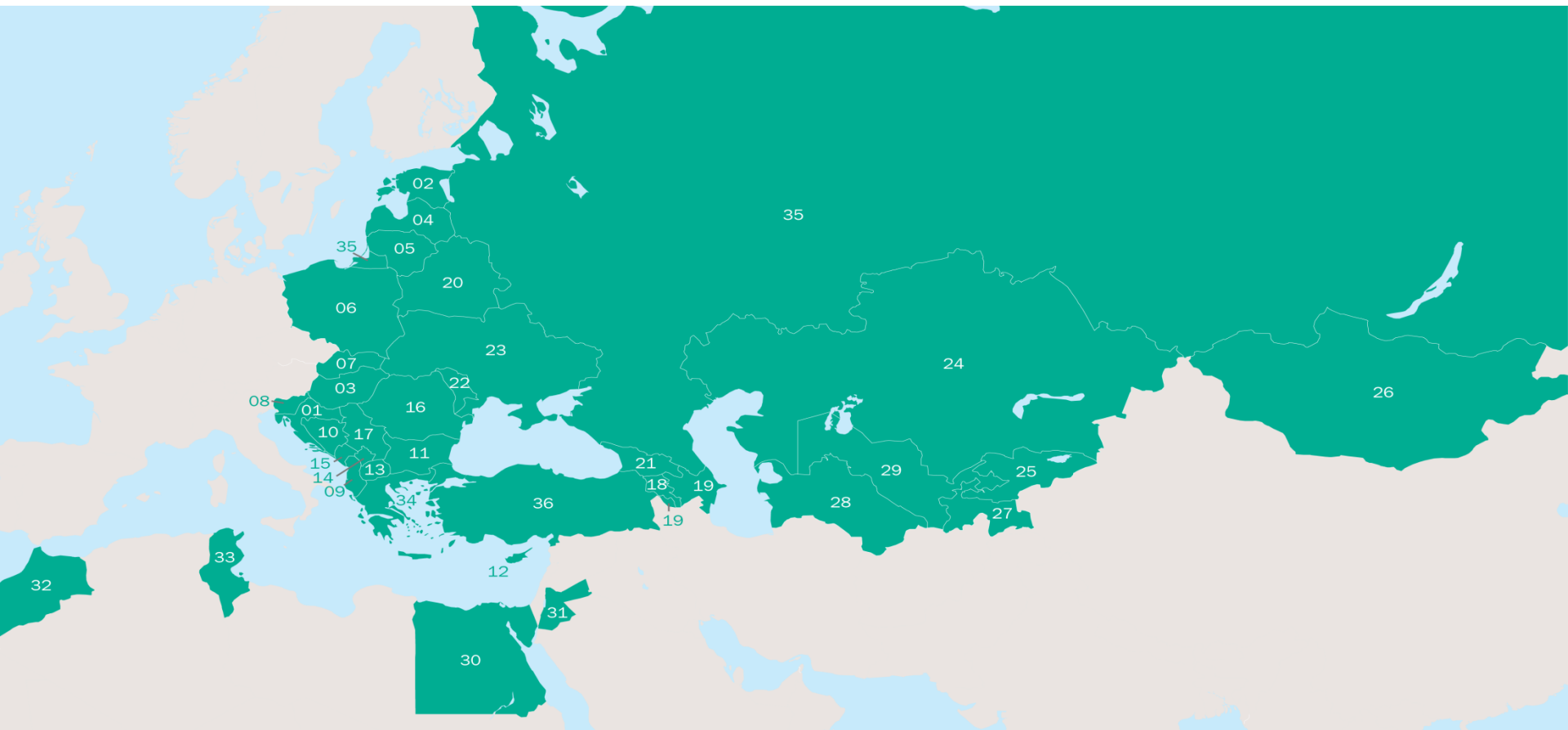
- Established in **1991**
- **42** regional offices, HQ in London
- **AAA-rated** (S&P, Moody's, Fitch)
- Capital base of **EUR 30 billion**
- **EUR 117 billion** invested in more than **4,700** projects since 1991

Mission and Vision

Three Key Principles



Where the EBRD invests



WHERE WE INVEST

Central Europe and the Baltic states

- 01 Croatia
- 02 Estonia
- 03 Hungary
- 04 Latvia
- 05 Lithuania
- 06 Poland
- 07 Slovak Republic
- 08 Slovenia

South-eastern Europe

- 09 Albania
- 10 Bosnia and Herzegovina
- 11 Bulgaria
- 12 Cyprus
- 13 FYR Macedonia
- 14 Kosovo
- 15 Montenegro
- 16 Romania
- 17 Serbia

Eastern Europe and the Caucasus

- 18 Armenia
- 19 Azerbaijan
- 20 Belarus
- 21 Georgia
- 22 Moldova
- 23 Ukraine

Central Asia

- 24 Kazakhstan
- 25 Kyrgyz Republic
- 26 Mongolia
- 27 Tajikistan
- 28 Turkmenistan
- 29 Uzbekistan

Southern and eastern Mediterranean

- 30 Egypt
- 31 Jordan
- 32 Morocco
- 33 Tunisia

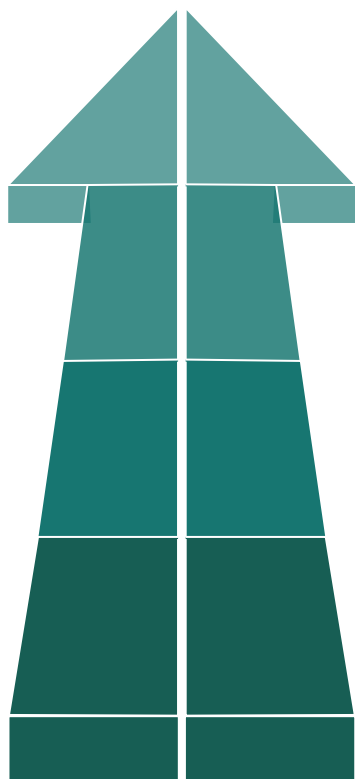
34 Greece

35 Russia

36 Turkey

Benefits of working with us

EBRD's Value-Added: a unique offering



EXPERTISE

- Strong, internationally recognised partner with **long-term perspective**
- Dedicated team with **expertise in a variety of sectors and countries**

POLICY ENGAGEMENT

- Well-established **policy dialogue** with governments and regulators
- **Mitigation of political and regulatory risks** from extensive presence in the region
- **Donor-funded technical assistance** available for economically viable sustainable development projects

PRODUCT OFFERING

- **Preferred creditor status** in all countries of operations
- Catalyst to access **additional finance**
- **Flexible deal structure** and product matching services
- **Higher risk appetite** than other lenders

Extensive offer of tailored financial products

Debt

- Loans to the private sector (up to 35% syndicating the rest), including SME
- Sovereign, sovereign guaranteed and loans to state owned companies
- Debt co-financing, working with commercial banks and IFIs
- Project finance loans (incl. PPP)
- Hard/local currency. Fixed/floating rates
- Syndication under preferred creditor status
- Access to capital markets

Equity

- Investing with majority sponsor to reduce equity burden and add partnership value. No more than 25%
- Common or preferred stock
- Privatisation and initial public offering (IPO)
- Mezzanine equity and subordinated debt
- Infrastructure funds
- PPP

Technical Cooperation

EBRD brings in additional financial capital and technical assistance (TC) to economically viable projects

The Transport Team at EBRD

Over 30 dedicated sector
coverage bankers in London
HQ and EBRD resident
offices

Dedicated in-team
specialists to support
project needs including
**procurement, sustainable
strategies and monitoring**

Debt and equity services to
clients across **every
transport mode**: roads¹,
railways, maritime, aviation



1. Urban Transport is competence of the Municipal & Environmental Infrastructure Team

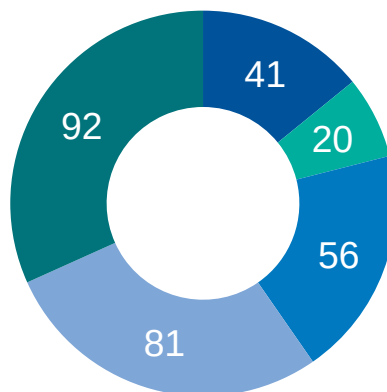
Transport at a glance¹



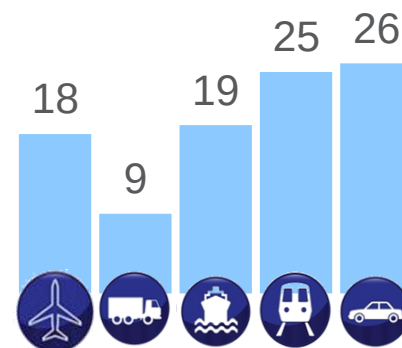
- **EUR 14.7 billion** invested
- Total project value: **EUR 56.4 billion**
- **290 projects**
- **33** of the EBRD's countries of operation

projects per sector

- Aviation
- Intermodal
- Ports and Shipping
- Rail
- Road

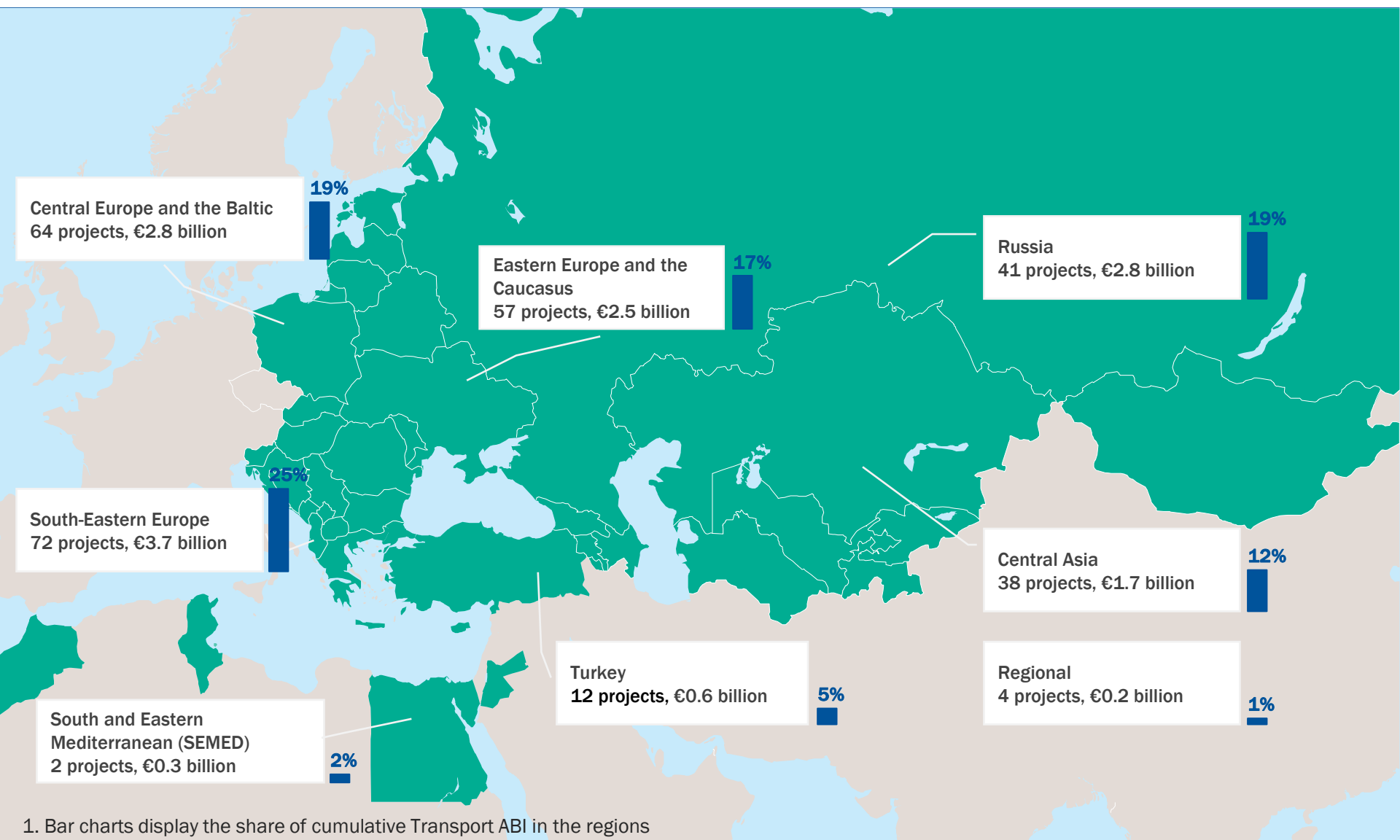


Country presence per sector



1. Data at end January 2017

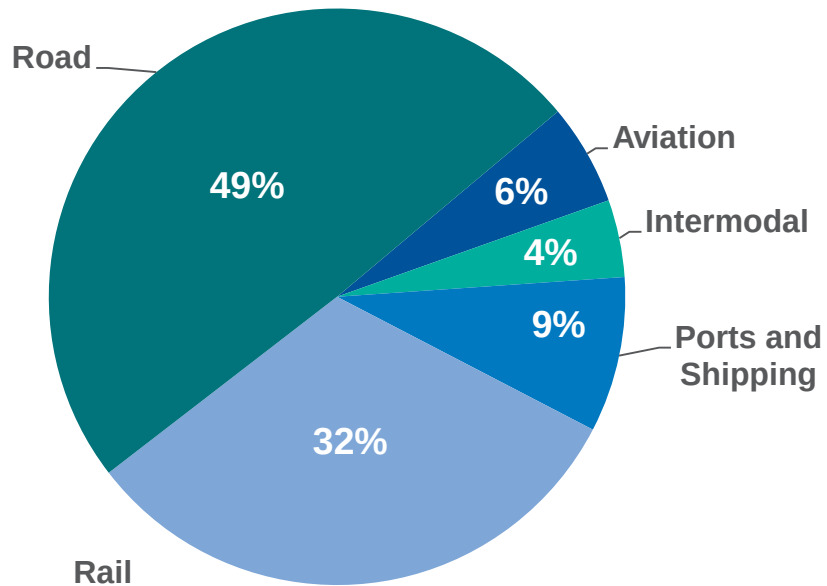
The Bank invests in a broad range of Transport projects in¹...



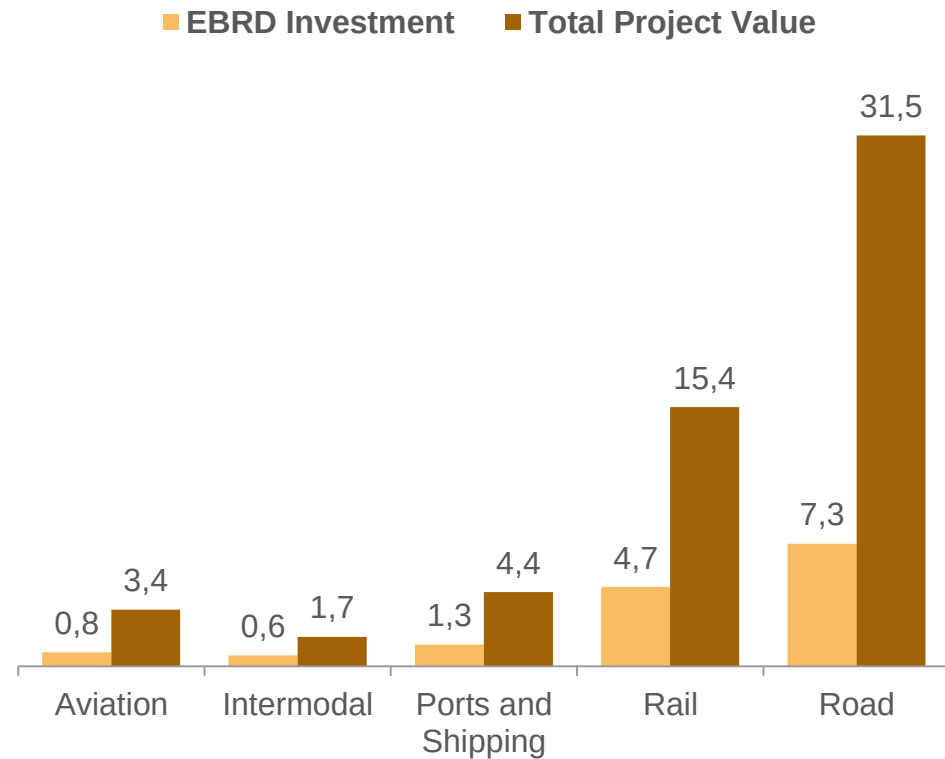
1. Bar charts display the share of cumulative Transport ABI in the regions

EBRD investment by Transport Sector (€ billion)

INVESTMENT BY SECTOR



TOTAL PROJECT VALUE



Recent awards and recognition

Dalaman Airport, Turkey



- EUR 162 million EBRD loan syndicated to commercial lenders, while total project size is EUR 372.6 million.
- Proceeds to be used for construction of a new domestic terminal for Dalaman Airport.

Turkey Bonds & Loans Awards 2015
Transport Finance Deal of the Year



Klaipėdos Smelte, Lithuania



- EUR 81 million projects, partially financed by EBRD senior loan of EUR 27.5 million and a parallel SEB loan
- Proceeds were used to expand container terminal at Klaipėda Port.

Lithuania Investors' Forum
Investor of the Year 2014



DCT Gdansk, Poland



- EBRD EUR 31 million senior loan, co-financed by a syndicate of commercial lenders providing the remaining EUR 259 million of the debt facility
- Proceeds were used to for the capital investment to construct a second container terminal at the Port of Gdansk

IJGlobal Europe & Africa Award 2014:
European Port Deal of the Year



EBRD in the Road Sector



Upgrade of **road safety** standards
Capacity building on outreach activities in context of the **Decade of Action for Road Safety**



Integration of rural regions and **facilitation of trade**
Support of **regional integration** and key corridors (TEN, CAREC, etc.)



Promoting **commercial principles** and PPP in the management of road infrastructure
Involvement of private sector in PPP revenue generating projects



Addressing **bottlenecks** and traffic **congestion**
Reducing transport **costs** and **emissions**



Implementation of Intelligent Transport Systems technologies to improve **traffic management**

Some references in the Road Sector



- Removal of bottlenecks and reduction of traffic congestion through financing key road infrastructure (WHSD, St Petersburg/Eurasia Tunnel, Istanbul, etc.)
- Involvement of private sector in PPP revenue generating projects that meet economic and financial criteria (R1, Slovakia/M6, Hungary, etc.)
- Introduction of commercial criteria in the management of road infrastructure (Albania, Bosnia & Herzegovina, FYR Macedonia, etc.)
- Road Construction and rehabilitation to ensure an efficient network and road safety (Kyrgyz Republic, Kazakhstan, Azerbaijan, Ukraine, etc.)
- Construction of rural roads to improve accessibility in rural areas (Albania, Tajikistan, etc.)
- Provision of donor funding to support corporate reform, road safety and the introduction of new technologies

Some clients in the road sector

John laing
making infrastructure happen

VINCI
CONCESSIONS

ABN-AMRO



STRABAG

BILFINGER BERGER
BOT

SK E&C

yapi
merkezi



EBRD in the Rail Sector



Construction and rehabilitation of new track, signalling, power supply and maintenance

Rolling stock and maintenance facilities
Station rehabilitation and management, traction energy and telecommunications



Capacity building support for **safety**, security and environmental compliance standards

Promoting rail as environmentally sustainable transport mode through **energy efficiency technologies**



Promoting **rail competitiveness** along the Trans-European Strategic Corridors (VII, X, etc.)



Balance Sheet restructuring and corporate finance

Some references in the Rail Sector



- Renewal of the rolling stock: acquisition of wagons by private operators (Russia, Ukraine, Kazakhstan, etc.), EMUs and modern locomotives (Croatia, Serbia, FYR Macedonia, Montenegro, Egypt, etc.)
- Investments in energy efficient technologies in ancillary infrastructure (Russia, Serbia, FYR Macedonia, etc.). Capacity building support with regards energy efficiency
- Expanding capacity through new rail infrastructure and major rehabilitation works (Serbia, FYR Macedonia, Montenegro, Kosovo)
- Promotion of rail competitiveness along the Trans-European Strategic Corridors (Corridor X, Corridor VIII, etc.)
- Innovative PPP schemes including the refurbishment and commercial operations of rail stations in the Czech Republic

Some clients in the rail sector



EBRD in the Maritime Sector



Terminal and port structures and development of state-owned infrastructure

Pre-and post-delivery financing of **fleet modernisation** and retrofitting

Promotion of short sea shipping



Policy dialogue with regional governments on the **commercialisation** of port infrastructure and the separation of its management from the state



Active encouragement of **private sector involvement** in greenfield projects



Introduction of environmental and **energy efficiency** best practices and compliance with IMO regulations

Some references in the Maritime Sector



- Pre and post delivery financing of Fleet modernisation and capacity development (Fesco, VBTH, BSSM, Circle Maritime Invest, ER Deniz etc.)
- Partnering with IMO to build capacity about environmental protection in the shipping industry (ballast water management)
- Expanding port infrastructure (Albania, Romania, Lithuania, Turkey etc.) contributing to more efficient and sustainable transport routes
- Support to greenfield projects under concession terminal and port structures
- Contributing to greening port activity through capacity building in equity participation (Globalports) or the introduction of innovative technologies (Klaipeda)
- Supporting a more efficient maritime navigation system in the Gulf of Finland

Some clients in the maritime sector



EBRD in the Logistics & Intermodal Sector



Fleet renewal of private and state-owned companies

Freight infrastructure – cargo and cold warehousing, machinery



Port infrastructure – container handling operations, inland infrastructure

Intermodal operations – multipurpose logistics hubs, marshalling yards



Capital markets participation – Eurobonds, IPO, secondary share offerings, private placement

Support of **privatisation** alongside a strategic investor as a debt or equity partner



Development of **green logistics**

Promotion of sustainable transport systems through multimodal networks

Some references in Logistics & Intermodal Sector



- Intermodal operations – multipurpose logistics hubs, marshalling yards, diversified transportation network connections (Arkas, Danube Logistics, Fesco, PIMK etc.)
- Fleet acquisition (Globaltrans, Transcontainer, JN Nurminen, etc.)
- Freight infrastructure – cargo warehousing, cold warehousing, machinery
- Port infrastructure – Container handling operations, inland infrastructure (Euroterminal Odessa, Poti Port, etc.)
- Capital markets – Eurobonds, Initial Public Offerings, Secondary Share Offering, Private Placement (Global Ports Investments, Fesco, Brunswick Rail, Globaltrans, etc.)
- Provision of donor funding to enhance corporate governance and environmental standards

Some clients in the logistics sector



Mobility
Networks
Logistics



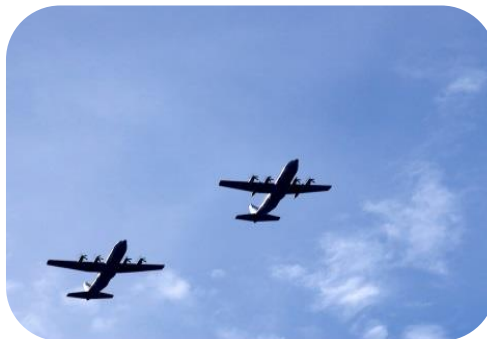
EBRD in the Aviation Sector



Rehabilitation and expansion of **airport infrastructure** and construction of terminals

Replacement of old **aircraft**

Financing of airports and airlines to improve passenger comfort and **safety**



Engagement of **private sector** through PPP and the provision of outsourced services

Active support of affiliation with **international organisations** such as Eurocontrol



Modernisation of **air navigation systems** facilitating efficient route management and landing operations



Promotion of **energy efficiency**, including governance standards, emission reduction and improvements to the built environment

Some references in the Aviation Sector



- Regional Specialist delivering PPP schemes at key international airports in the region (Tirana, Tbilisi, St Petersburg , Yerevan, Izmir, Dalaman etc.)
- Modernisation of air navigation systems, allowing shorter routes and significant fuel savings (Serbia, Croatia, Ukraine, etc.)
- Enhancement of the safety of commercial aviation and development of civil aviation in general
- Replacement of the oldest aircraft in Ukraine or Tajikistan, contributing to the development of a safer and more energy efficient sector
- Introduction of the highest energy efficiency standards in the design of airport terminals in St. Petersburg and Izmir

Some clients in the aviation sector



Case Studies



Case Study

D4/R7 Highway PPP project, Slovakia



Client: Zero Bypass Limited, a Special Purpose Vehicle incorporated in England and Wales



EBRD finance: EUR 148.5 million + swap amount



Type of finance: Senior Loan + Contingent Loan Facility + Interest Rate Swap



Total Project cost: EUR 990 million



Year: 2016

Project description: Financing of the design, construction, operation and maintenance of selected sections of D4 Highway and R7 Expressway in Slovakia

Impact:

- Demonstration effect associated with replication of PPP financing mode in the region
- Promoting private sector involvement in the road sector in Slovakia through participation in the country's second PPP project and the transfer of know-how through the adoption of international best practice with regard to road design, construction, operation and maintenance

The project demonstrates EBRD engagement as a long term partner in support of the Slovakian Government's PPP programme, following on from the successful construction and operational start of the R1 Motorway.



Case Study

Regional Roads Project, Kosovo



Client: Ministry of Infrastructure of Kosovo (MI)



EBRD finance: EUR 29 million



Type of finance: Senior Loan



Total Project cost: EUR 38.45 million



Year: 2015

Project description: Rehabilitation of a 15km road section from Kllokot to Gjilan and the upgrade of 11.2 km of access roads in the cities of Ferizaj, Gjilan and Prizren in Kosovo.

Impact: Strengthening of implementation capacities and development of internal approval procedures to increase the efficiency of project preparation and implementation as well as to facilitate the provision of financing.

Enhancement of Kosovo's procurement and Environmental and Health & Safety capacities through preparation of procurement manuals and development of procurement procedures including on-the-job training for the project implementation unit staff.

The project contributes towards the transformation of a sovereign client into a commercially-oriented entity through sector reform. It also contributes towards national integration and regional development.



Case Study

Olimpex Dry Port, Ukraine



Client: GNT Olimpex Holding Ltd., a holding company of a group of leading private port operators in Ukraine



EBRD finance: USD 18.7 million



Type of finance: Senior Loan

Total Project cost: USD 18.7 million



Year: 2015

Project description: Development of a grain cleaning and drying facility located on the territory of a "dry port" in the neighbourhood of the Port of Odessa



Impact: Adoption of best practice business standards by the Sponsor, including the introduction of efficient energy management systems, setting standards for other industry players

Improvement of the efficiency of grain supply chain and enhancement of competition in the grain export sector via enablement of a wider access to global soft commodities markets by the local producers

Engagement of the company in EBRD's policy dialogue aimed at bringing together the private and public sectors with the aim of intensifying dialogue over key issues affecting barriers to private sector investment.

The project contributes towards achieving a more market-based approach to providing transport infrastructure and services to the wider economy as well as green investment.

GNT Olimpex Holding Ltd.



Case Study

Dalaman Airport, Turkey



Client:	YDA Havalimani Yatirim ve Isletme A.S, a special purpose company established by YDA construction
EBRD finance:	EUR 162 million (EUR 81million A loan and EUR 81million B loan)
Type of finance:	Senior loan
Total Project cost:	EUR 372.6 million
Year:	2014
Project description:	Construction of a new domestic terminal for Dalaman Airport including ancillary facilities
Impact:	• Expansion and further consolidation of private sector involvement in the transfer of benefits in terms of quality, efficient risk allocation, cost efficiency and timely delivery of large infrastructure investment • Establishment of systematic approach to Energy Management based on the framework of continuous improvement and roll out of Energy Management System for all operations

The operation supports a private sector operator to design, construct and operate a new domestic terminal for Dalaman Airport and to manage the existing international terminal (from May 2015) under a Concession Agreement until 2040. This is the first regional airport PPP financed by the Bank in Turkey. The project also aims to enhance standards for corporate governance and business conduct.



- Transport Finance Deal of the Year (Dalaman Airport)



Case Study

Deep-Water Container Terminal, Poland



Client: DCT Gdansk S.A.



EBRD finance: EUR 31.0 million



Type of finance: Senior loan

Total Project cost: EUR 361.0 million



Year: 2014



Project description: Construction of the second deep-water container terminal at the Port of Gdansk, home to the only deep-water container port facility in Poland

- Impact:
- Doubling the Polish containerisation ratio from 43 TEU per 1,000 inhabitants handled annually in 2014 to 86 TEU handled by 2020
 - Expanding the market interactions in other sectors by supporting the development of intermodal logistics transport in Poland as well as alleviating bottlenecks and capacity constraints

The project supports market expansion through a capacity increase in deep sea cargo infrastructure, as well as the incorporation of cutting edge technologies and best practices in energy management to consolidate its strong focus on efforts to “de-carbonise” transport.

Industry Recognition 2014
European Port Deal of the Year



Case Study

Rail Wagon Production Facilities, Belarus



Client: Stadler Minsk, the JV between Stadler Rail, a Swiss leading system supplier of customer-specific solutions for rolling stock, and the Minsk Region Executive Committee, an executive government body in Belarus

EBRD finance: EUR 28.5 million

Type of finance: Senior Loan

Total Project cost: EUR 73.7 million

Year: 2013-2014

Project description: Construction of new modern production facilities on a greenfield site and the modernisation of existing tram and trolleybus production facilities of Belkommunmash (BKM), a leading Belarusian manufacturer of trolleybuses and trams in CIS

Impact:

- Utilising the latest manufacturing technologies and providing skills and know-how transfer from Stadler to the JV's local employees
- Demonstrating the successful reorganisation of a state-owned entity to a majority privately-owned company controlled by a Western strategic sponsor through the establishment of the JV
- Introducing an enhanced management system structured in accordance with international standards

The project supports the reorganisation and commercialisation of a state-owned entity into a majority private-owned company, and introduces advanced low carbon technologies in manufacturing of rolling stock.

БЕЛКОММУН

STADLER
Cleverer Lösungen auf der Schiene



Some Opportunities in the Transport Sector 1

This is not an exhaustive list. Please find the complete list on the EBRD website

Closing Date	Location	Project Name	Contract	Est. Proj Cost (EUR)	Notes
13-Sep-18	Ukraine	Ukraine Railway Modernization / UZ Electrification	Project goods, works and services	367	Ukraine Railway Modernization / UZ Electrification project which will involve the electrification of section Dolynska-Mykolaiv-Kolosivka with the necessary high voltage network development.
07-Sep-18	Kosovo	Kosovo Railway Rehabilitation	Project goods, works and services	195	Kosovo Railways Infrastructure JSC, intends using the proceeds of loans from the European Bank for Reconstruction and Development and the European Investment Bank (the "Banks") for the rehabilitation and upgrading of Kosovo Rail Route 10, 148 km long, from the border with Serbia in northern Kosovo
15-Aug-18	Albania	Fieri and Vlora Bypass Project	Project goods, works and services	49	The Government of Albania intends using the remaining loan to finance the construction of the Fier bypass road in south-west Albania

Some Opportunities in the Transport Sector 2

This is not an exhaustive list. Please find the complete list on the EBRD website

Closing Date	Location	Project Name	Contract	Est. Proj Cost (EUR)	Notes
23-Jul-18	Serbia	Technical Passenger Station Zemun	Project goods, works and services	57	JSC Serbia Train intends using the proceeds of a loan for a project to expand and upgrade TPS Zemun Complex (the Project).
28-Feb-18	Bosnia and Herzegovina	FBH Roads Floods Repairs and Upgrade Project	Project goods, works and services	93	The State of Bosnia and Herzegovina/Federation of Bosnia and Herzegovina received a loan from the European Bank for Reconstruction and Development for a FBH Roads Floods Repairs and Upgrade Project
24-Jan-18	Kosovo	Kosovo Regional Roads Project	Project goods, works and services	38	The Government intends using the proceeds of a loan to rehabilitate a road section of approximately 11 km in length between Kllokot and Gjilan in south east of Kosovo; and upgrade the access roads, totalling approximately 11,6 km in the cities of Prizren, Ferizaj and Gjilan in south and south east of Kosovo.

For all further enquiries, please contact :

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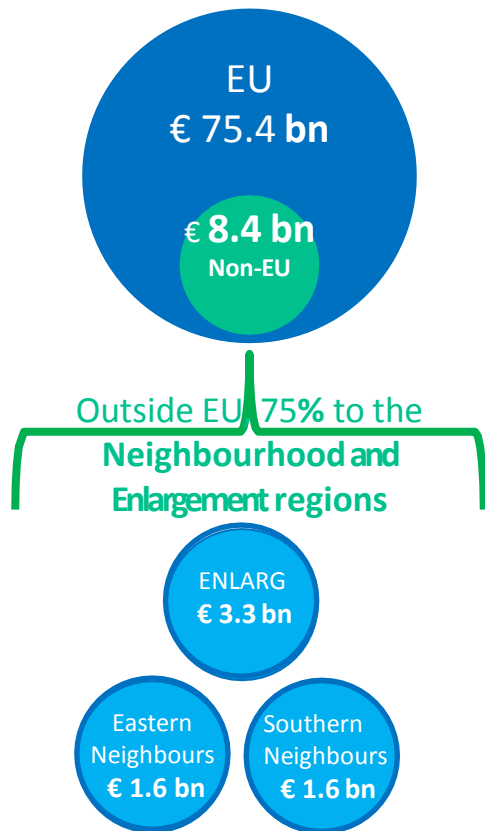


EIB: Activities and investment opportunities in the MENA region

Luxemburg, 20 September 2017

Outside EU, EIB concentrates on Neighbourhood

2016 signatures EIB Group: **EUR 83.8bn**



EUR 6.5 billion invested
in the neighbourhood in 2016...

42 operations signed

loan amounts ranging
from **EUR 2 m** (CoopMed)
to **EUR 600 m** (Cairo Metro)

Supported by local offices,
in Egypt, Georgia, Moldova,
Morocco, Russia, Serbia, Tunisia,
Turkey (2), Ukraine



EIB in the MENA region:

Financial Instruments

Public sector

- Loans to sovereigns, sub-sovereigns and public sector utilities

SMEs

- Bank intermediated loans

Microfinance

- Support micro companies in the region

PPPs

- Structured finance loans to fund infrastructure

Private Equity

- Providing growth /expansion capital via investments in funds

Corporates

- FDIs, local corporate lending

Financing asset creation

Economic Resilience Initiative 2016-2020

Increased Support to the MENA region

Additional lending of EUR 4.5 billion over the next five years in the Southern Neighbourhood, of which:

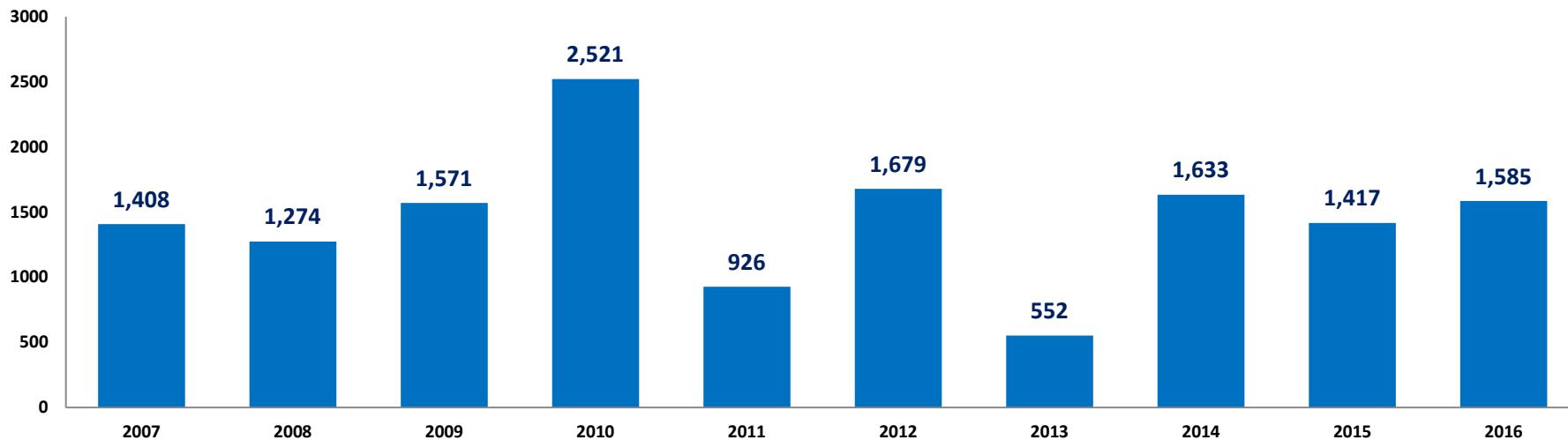
EUR 1.5 billion of additional lending to the public and private sector within existing frameworks

EUR 900 million additional lending on especially favourable terms to the local public sector.

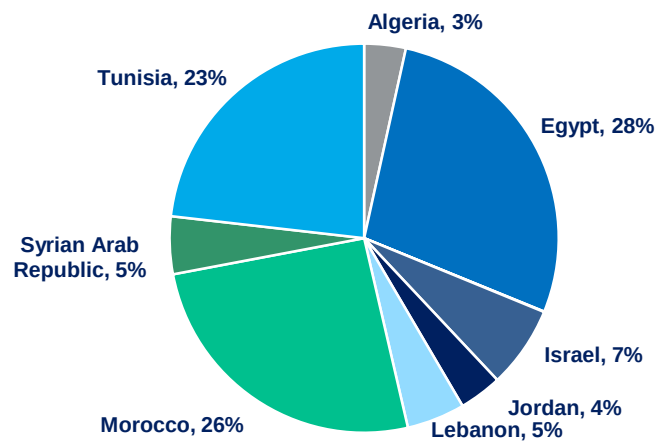
EUR 2.1 billion for higher risk, higher impact financing to support the private sector.

EIB portfolio in the MENA region

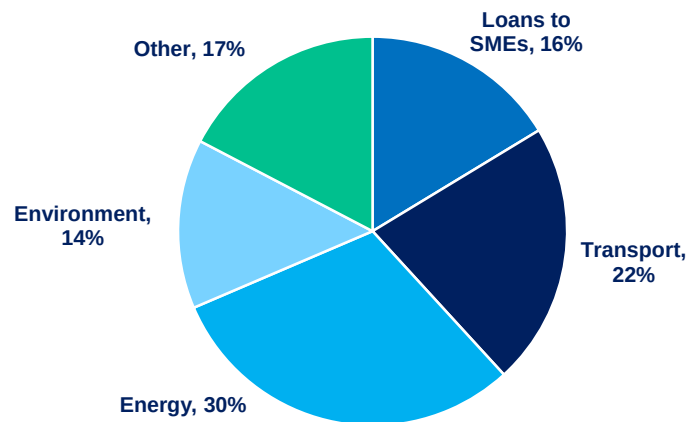
EIB lending in MENA 2007-2016: EUR 14.6bn



Signed loans 2007 to date by country



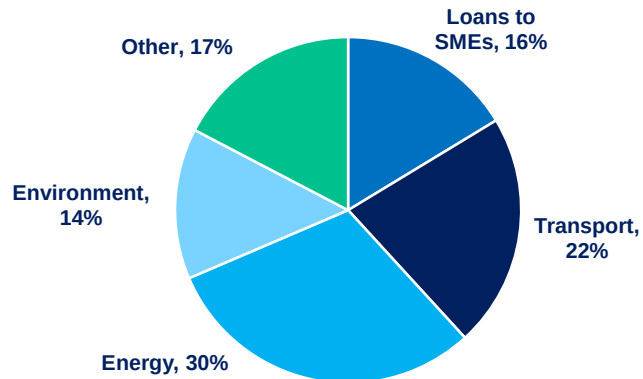
Signed loans 2007 to date by sector



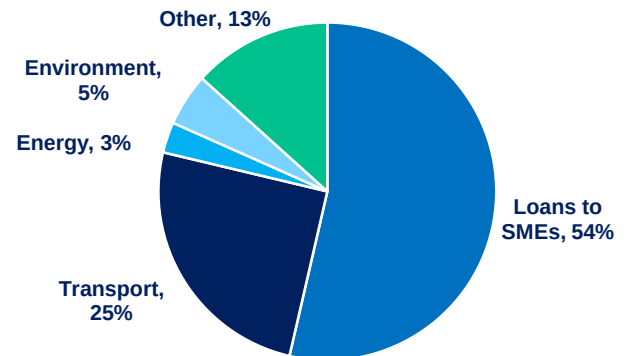
Dynamics: portfolio in the MENA region

Moving to increased private sector and SME support...

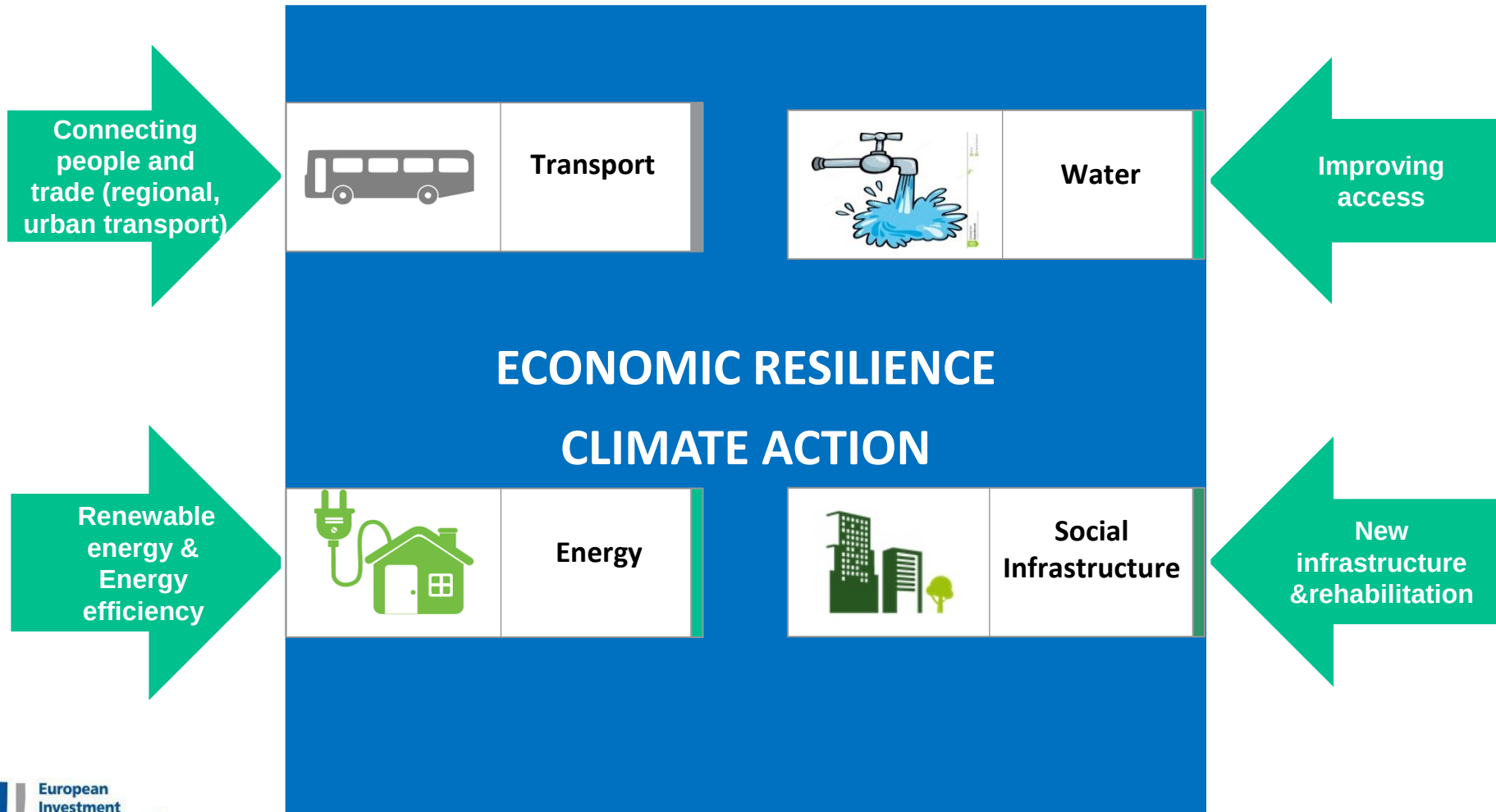
Signed loans 2007 to date by sector



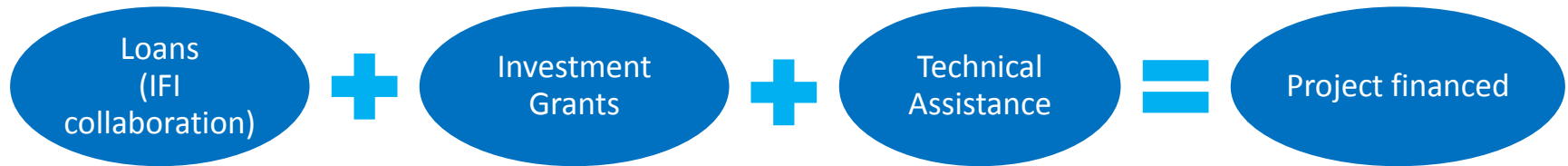
Signed loans in 2016 by sector



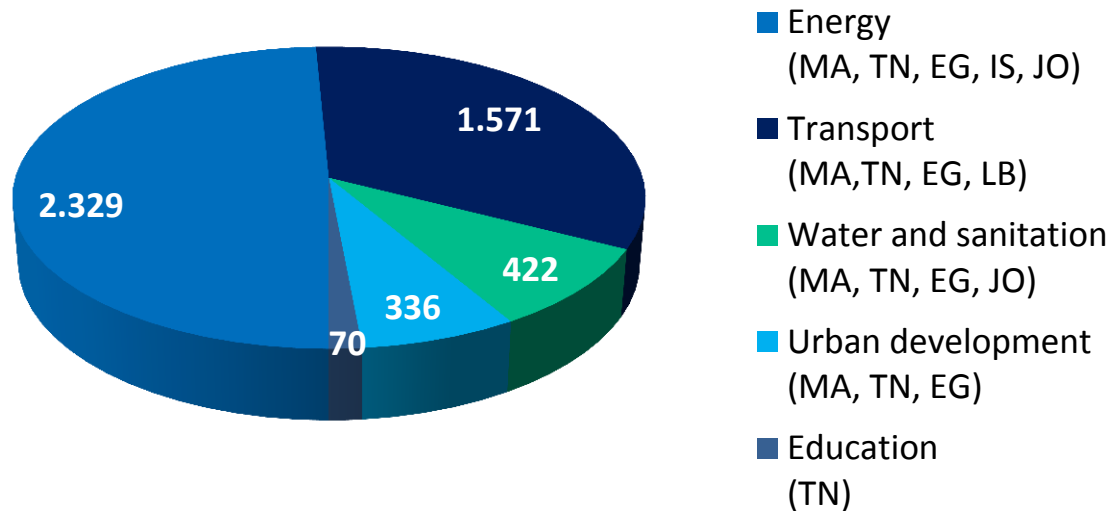
MENA Public Sector: Developing Economic and Social Infrastructure



MENA Public Sector: Lending, Blending and Advising



Signed projects 2012-2016 (EUR m)



MENA Public Sector: Pipeline

Energy



Renewable energy focus

Ex. NOOR MIDELT PHASE I (MA), GRID and SUB-STATION investments (EG), STEG investments (TN)

Transport



Urban transport, climate action focus

Ex. CASABLANCA TRAMWAY LIGNE 2,3, 4 (MA), EXTENSION TRAMWAY RABAT SALE (MA), TRANSTU (TN), AUTOROUTE DU CENTRE (TN), RFR Rolling Stock (TN), CAIRO METRO LINE 1 (EG)

Water and Sanitation



Supply and access

Ex. FAYOUM WASTEWATER EXPANSION PROJECT (EG), AL GHADIR WATER & WASTEWATER (LB), KITCHNER DRAIN (EG), PROGRAMME NATIONAL ECONOMIE EN EAU (TN)

Education / Urban Development



New infrastructure

Ex. MOROCCO EDUCATION II (MA) UNIVERSITE EURO-MED FES (MA), FEC MUNICIPAL INFRASTRUCTURE (MA), LEBANON INDUSTRIAL ZONES (LB)



Thank you for your attention !

Q & A



Local public infrastructure financing at the CEB

Brussels, 21 September 2017

Carlo Monticelli

Vice-Governor

Council of Europe Development Bank

The history of the CEB

- Development bank founded in 1956 to address WWII refugee issues
- **41 Member States**
- Investments geared towards social inclusion
- It provides loans and guarantees to member countries to finance projects to **meet economic, social and territorial cohesion** objectives:
 - Education
 - Housing
 - Environment
 - Support job creation via SMEs



Evolving role, membership base and operations

- CEB's track record demonstrates:
 - Expanding **activity** and growing **membership** over time
 - Firmly anchored in the **European institutional landscape**
 - **Shareholder support** through **capital increases** at CEB's development milestones

1956: Creation of the Fund	1960's-70's	1976-1989	1990's	2000's	2010's
• Established on Partial Agreement with CoE • Focus on aid to refugees and help with natural disasters	• Gradual development of operations: reactive borrowing strategy & progressive diversification of activity	• Considerable expansion of membership (Spain, Portugal...) • New business sectors • Evaluation of social impact for all financing	• Reunification of Europe: redeployment of activity in new member states of CEE • Further diversification of borrowing strategy • 1997 Strasbourg Summit: strengthening social cohesion added to the mandate	• 2005 Warsaw Summit invited CEB contribution to development of a free, democratic and more inclusive European society • Expansion of activity at the local level	• Increasing support to implementation of complex projects • Stepped-up reactivity to borrower needs • Diversification of financing tools • Strengthened cooperation with EU & other IFIs • 41 member states and operations in 32 countries
• 8 founding members	• 4 new members	• 3 capital increases • 8 new members	• 1 capital increase • 15 new members	• 1 capital increase • 5 new members	• 1 capital increase • 1 new member

A renewed mandate at the CEB

Economic and social pressures

	Europe		Italy	
	Pre-2008	Post-2008	Pre-2008	Post-2008
GDP growth rate (2010 euro)	1.9% ('00-'08)	1.3% ('08-'15)	2.6% ('00-'08)	1.1% ('08-'15)
Unemployment rate	6.0% (2007)	7.3% (2017)	6.6% (2007)	11.3% (2017)
Refugee Crisis (asylum applicants)	1.2 mln ('11-'14)	2.6 mln ('14-'17)	84,450 ('11-'14)	245,930 ('14-'17)
Renewable sources (% of energy consumption)	9.0% (2005)	16.7% (2015)	7.5% (2005)	17.5% (2015)

CEB's renewed mandate works to overcome these challenges, by investing in three priority areas:

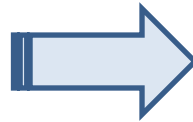
1. Inclusive and sustainable growth
2. Migrant, refugee, and displaced persons integration
3. Climate change

Mandate and strategic positioning

- Financial **instrument of social cohesion in Europe**
- Focus on **bankable projects with high social value**
- **Knowledge and expertise** in the social domain
- Tailored **financing solutions**
- CEB's overall importance both reflected in and shaped by:
 - **Post-crisis challenges** (lack of fiscal space for investments in the social sphere)
 - CEB's ability to address evolving **membership priorities** and **borrower needs**
 - **Migrant crisis**

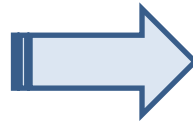
CEB activities to support vulnerable groups, including migrants

Rapid response to the crisis situation in 2015



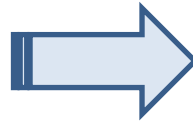
Migrant and Refugee Fund

Addressing long-term issues of refugees and displaced persons in the Balkans



Regional Housing Programme

Long-term integration of migrants, displaced persons and other vulnerable populations



Loan activity, blending (grant/loan) instruments and partnerships

Project financing at CEB

Borrowers

National government

Regional/Local governments

Promotional Banks
(eg. KfW, CDP)

Commercial banks

Sectors of activities

- Education infrastructure
- Medical facilities
- Utilities
- Local public transport
- Environmental protection
- Culture/sport/social welfare
- Integration of migrants
- Energy efficiency
-

Instruments

- **Programme /Project loans**
- **Multisector project loan**
- **Public Sector Financing Facility**
- **EU Co-financing Facility**
(better absorption of EU funds)
- **Guarantees**
- **SPVs**
- **Enhanced Arrangements**

Additionality offered by CEB as a strategic driver

- CEB offers **additionality** through:
 - Tailored **funding solutions**
 - Matched maturities (bridge financing)
 - Broad range of funding instruments
 - Highly flexible in terms of volume & pace of disbursements
 - **Expertise** in a number of **social domains** (social housing, education, etc.)
 - **Technical support** to project design & **transfer of know-how**
 - **Technical assistance** throughout the project cycle (in-house funds, bilateral sources, outside channels)
 - Close **monitoring** and **control** of projects under implementation
 - Capacity to attract **additional financing** (Catalytic role)

CEB has a **specific role** coming from its expertise
and capability to address **market failure**

CEB support to prepare and deliver projects



Work with borrowers to ensure projects can be effectively implemented

How it works?

At inception

- CEB works to enhance social value of a project
- Identify and minimise the financing and implementation risks

Available throughout the project life-cycle

- Technical Assistance
- Monitoring of progress
- Surveys/ Studies

Long-term commitment to support vulnerable groups

- Access to **housing, labour market, education** and **health care** is key for facilitating integration of migrants and other vulnerable groups
- Recent **substantial increase of activity** in this domain, such as through:
 - German Federal States: € 625 million approved in loans for social housing to socially-vulnerable groups (low-income households, migrants, elderly etc.) and local infrastructure projects.
 - City of Paris, France: € 200 million loan to facilitate aid to refugees, migrants and displaced persons, including education infrastructure and vocational training.
 - City of Malmö, Sweden: € 160 million loan for access to high quality education (for all children regardless of their social background or birth place).
 - France: € 100 million loan to provide emergency accommodation and reception facilities for asylum-seekers.

Projects in the Western Balkans

- Development projects in CEB target countries remain a central part of the Bank's activities across all Sectors of Action
 - Albania: € 45 million approved in loans for local infrastructure through ADF and the Tirana University Hospital Centre.
 - Bosnia and Herzegovina: € 19 million loan for the construction of the first state high-security prison and € 60 million loan for the closing of collective centers through provision of social housing solutions as an important element of the Annex 7 of the Dayton Paris Accords.
 - FYROM: € 97 million loan for the construction and rehabilitation of hospitals in Skopje and Shtip.
 - Serbia: € 35 million loan for two penitentiary facilities in Pancevo and Kragujevac

Thank you for your attention

For further information:

Council of Europe Development Bank (CEB)

55, avenue Kléber - 75116 Paris, France

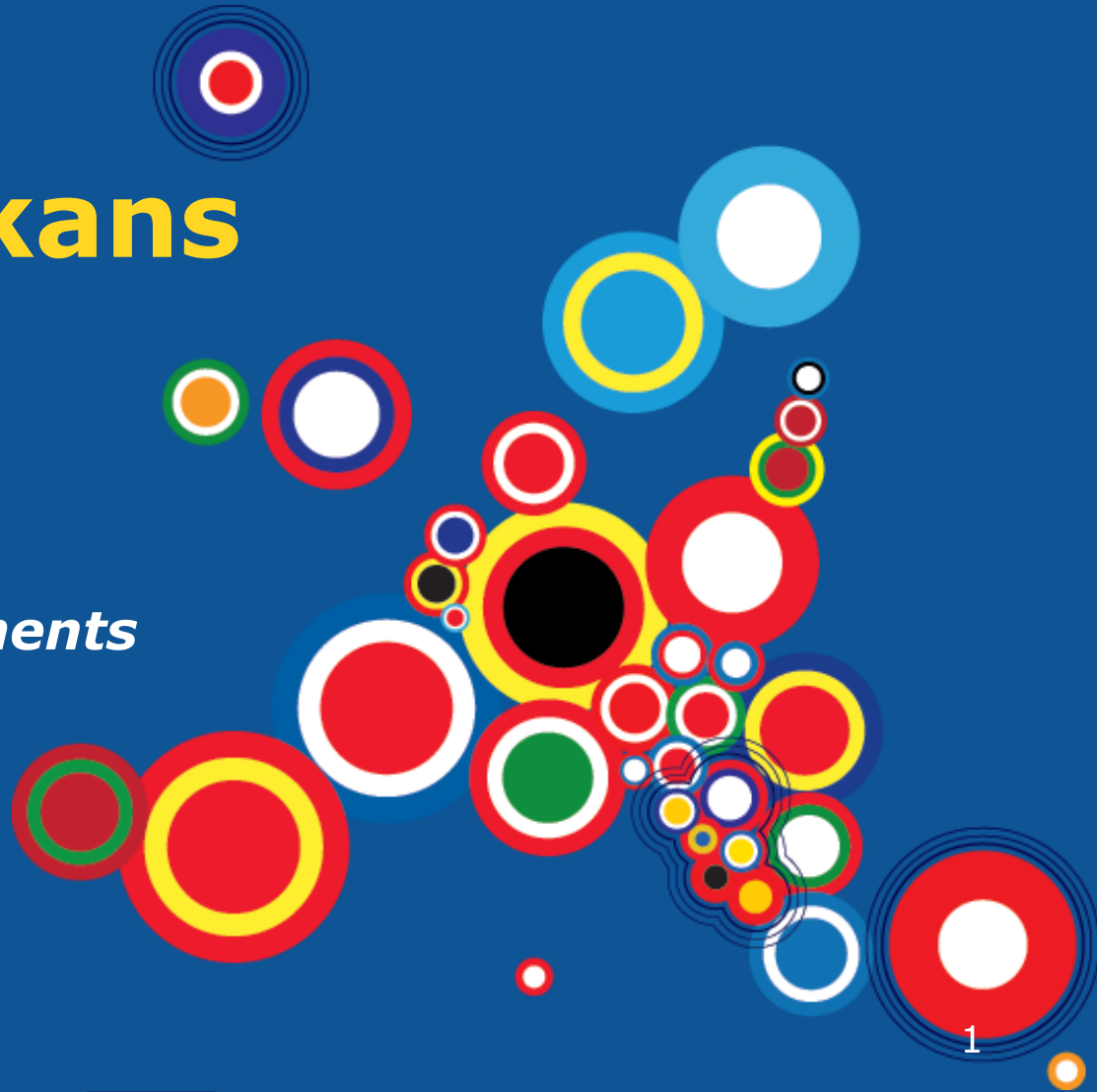
Tel: +33 1 47 55 55 00

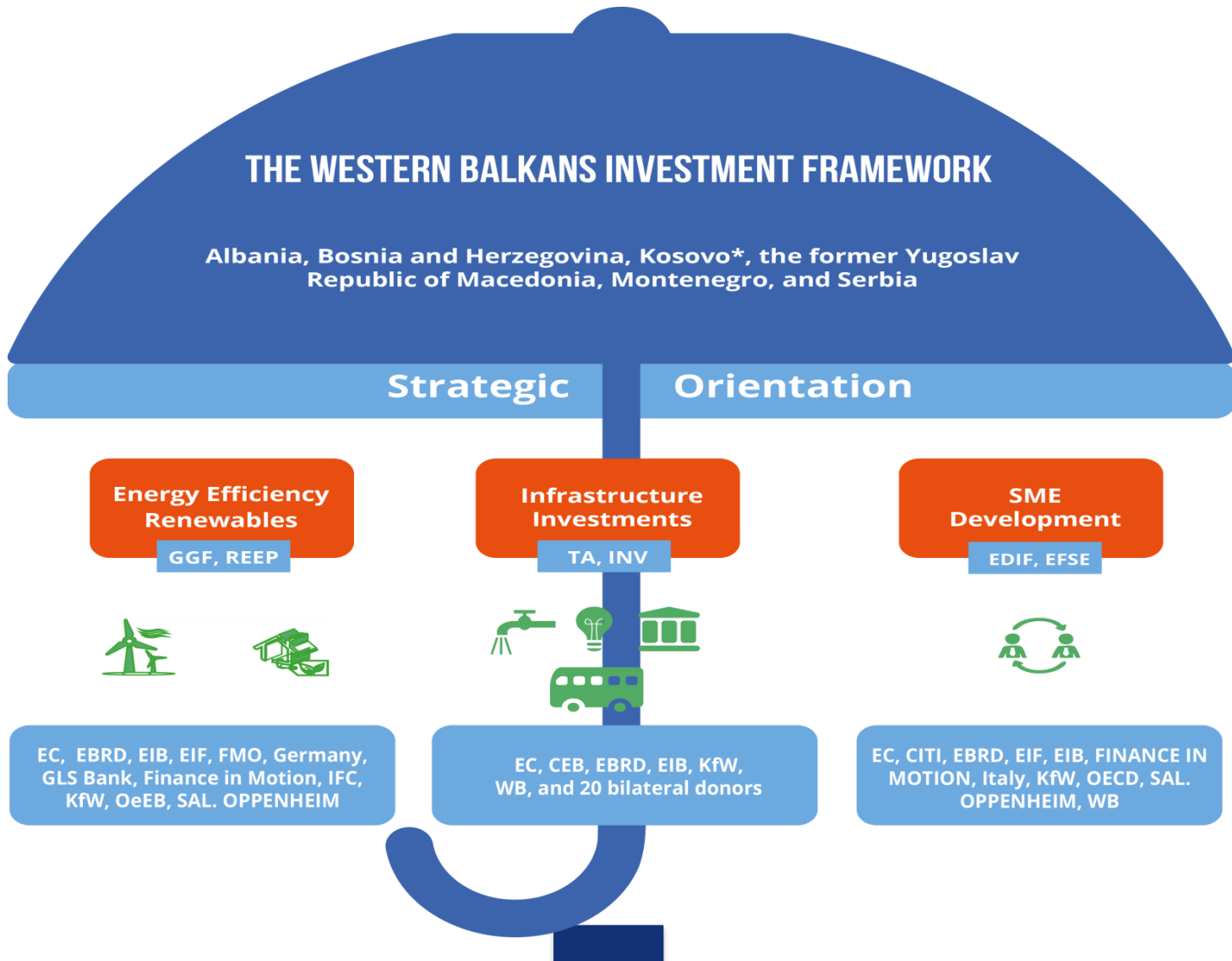
Fax: +33 1 47 55 37 52

www.coebank.org

Western Balkans Investment Framework

Managing Public Investments
September 21, 2017
Brussels





WBIF Operating Framework Stakeholders

Beneficiaries

- Albania;
- Bosnia and Herzegovina;
- Kosovo*;
- The former Yugoslav Republic of Macedonia;
- Montenegro;
- Serbia.

External Financiers

- European Commission;
- Finance Institutions:
 - Council of Europe Development Bank;
 - European Bank for Reconstruction and Development;
 - European Investment Bank;
 - KfW Development Bank;
 - World Bank Group;
- Bilateral Donors.

*This designation is without prejudice to positions on status, and is in line with UNCR 1244/1999 and the ICJ Opinion on the Kosovo declaration of independence

WBIF Operating / Governance Structure

WBIF Steering Committee: Strategic guidance, approves projects / grants

Project Financiers' Group: EC, donors, IFIs screen and assess projects, recommend to SC

NIPAC: submission of prioritised projects

WBIF Secretariat: WBIF administration supported by IFICO and TA.

Programming Method

NIC / SPP

**Early & structured involvement
of the IFIs and the COM**

Criteria

**(e.g. mature, connectivity,
strategy papers, etc.)**

Project Selection

**Screening / Assessment &
Approval by WBIF SC
(COM Financing Decision)**

**National authorities submit
applications to the WBIF**

NIC Framework

LM*

- Sector Working Groups / Project identification / Project Identification Form
- Technical prioritisation / Strategic Relevance Assessment
- Draft Single Sector Project Pipeline (SSPPs)

TS**

- Review SSPPs
- Merger: SSPPs into draft Single Project Pipeline (SPP)
- Involve donors, EUD, Lead IFI, Bilateral Donors

NIC

- (Political) prioritisation of SPP
- Endorsement of SPP
- Involve donors, EUF, Lead IFI, Bilateral Donors

What can be financed - Eligible sectors

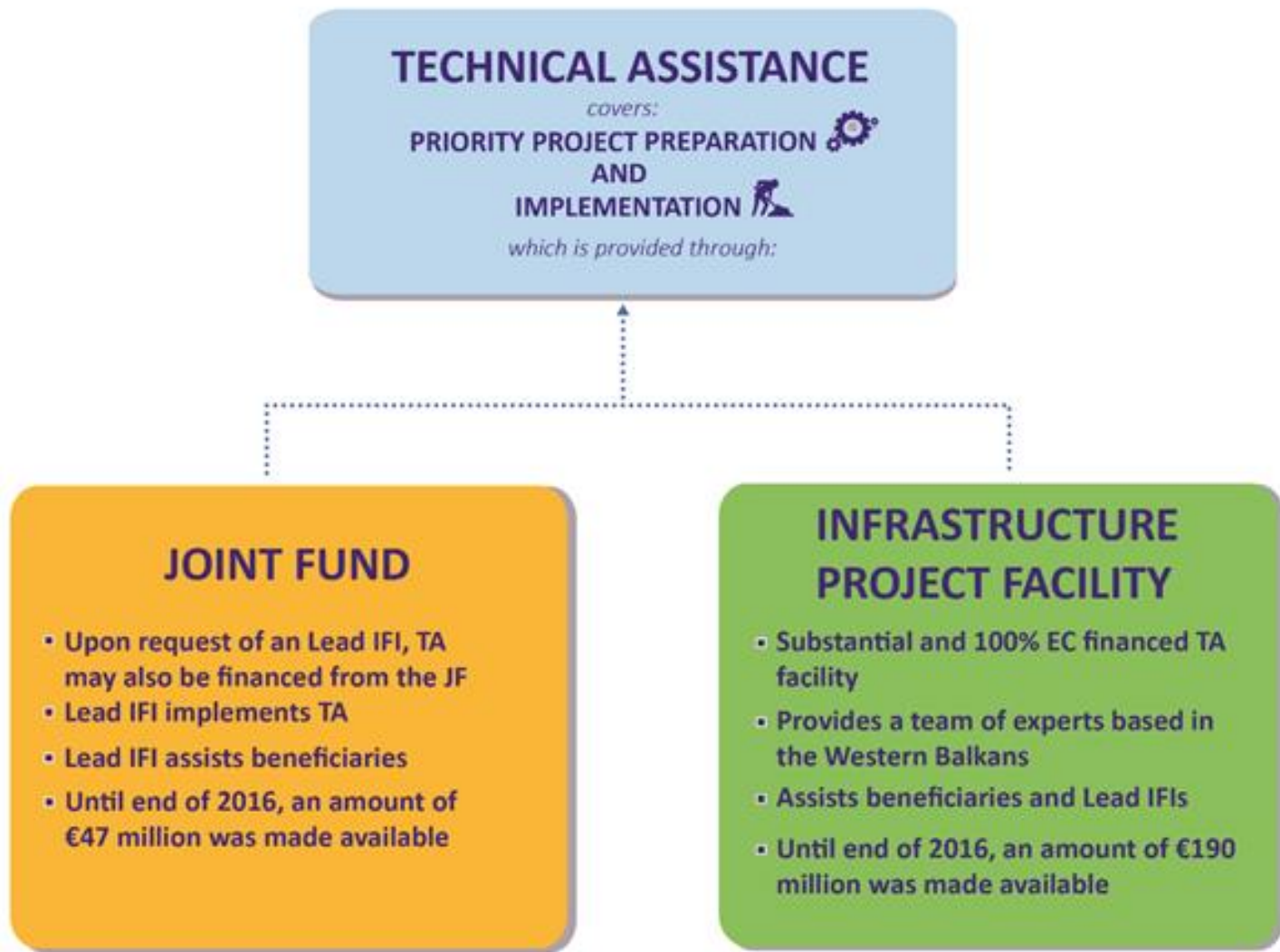
-  **Energy (ENE)**
-  **Environment (ENV)**
-  **Social (SOC)**
-  **Transport (TRA)**
-  **Private Sector Development (PSD)**

What can be financed – Types of support

Technical assistance to prepare investment projects:

- Pre- feasibility studies
- Feasibility studies
- Preliminary design
- Detailed designed
- Construction supervision
- Targeted capacity building and implementation support
- Sector studies

What can be financed - Types of support

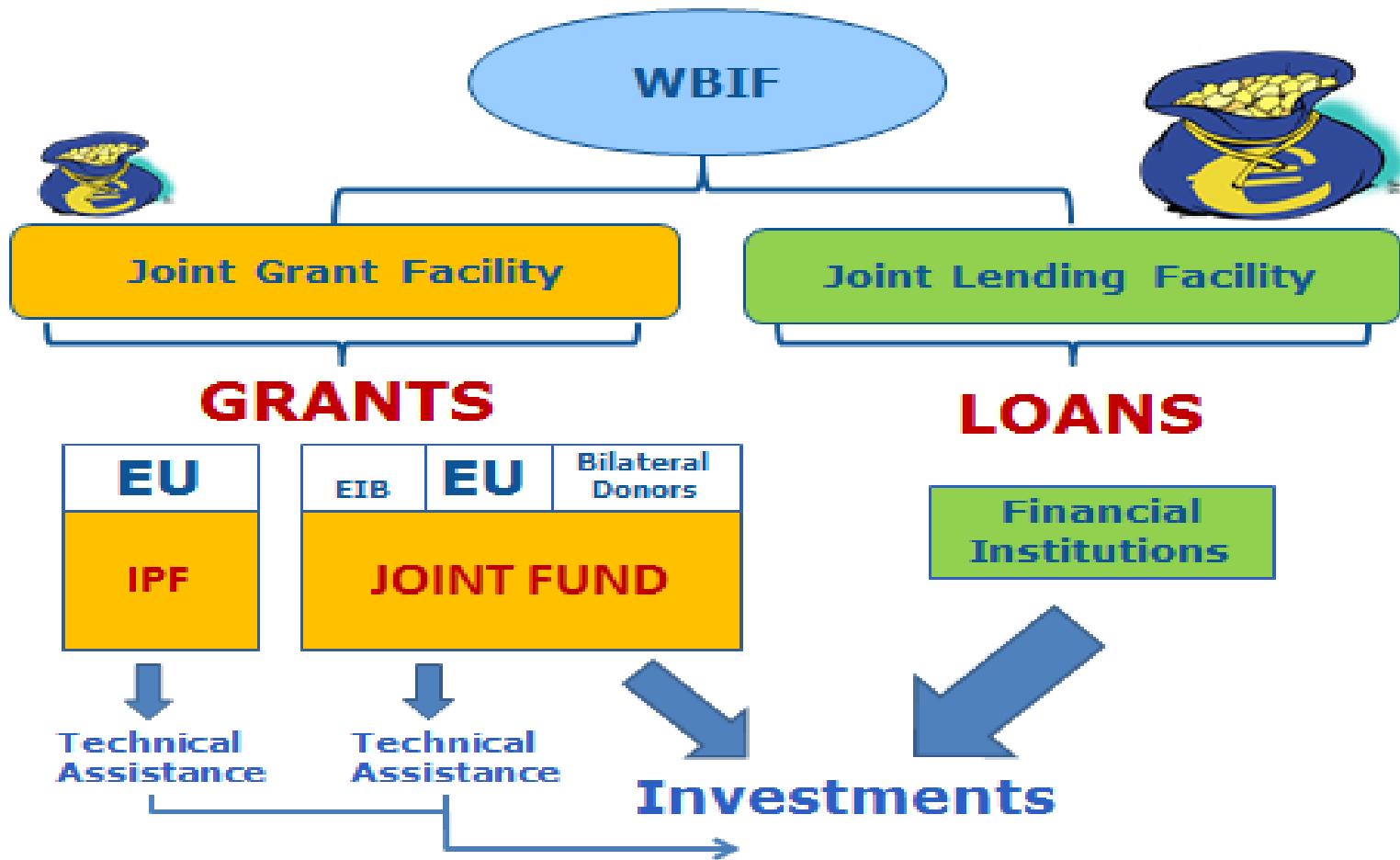


What can be financed – Types of support

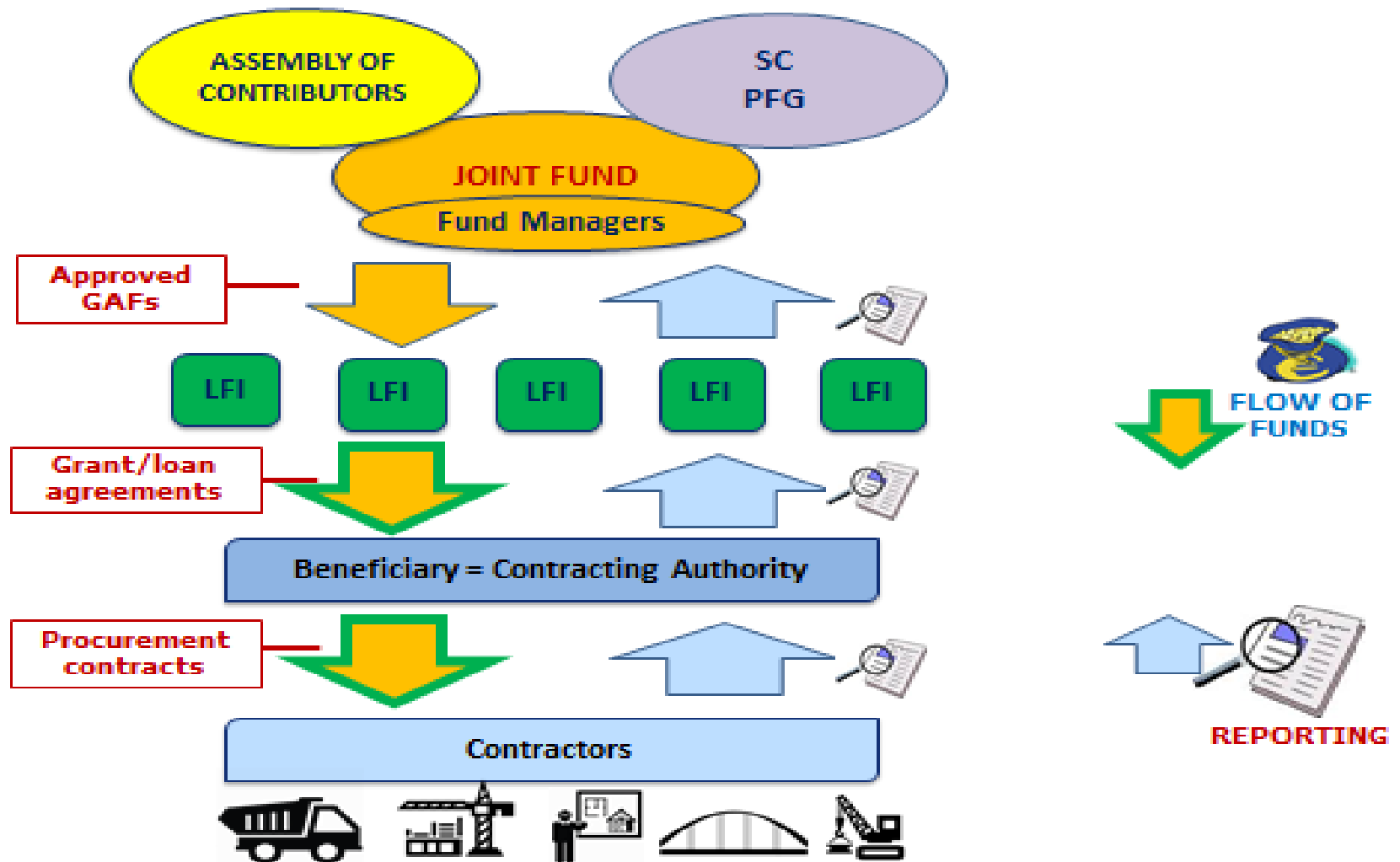
Investment projects:

- Works (building and construction)
- Supplies
- Works supervision
- Communication and visibility
- Evaluation and audit
- Contingencies

Flow of Funds



Flow of funds

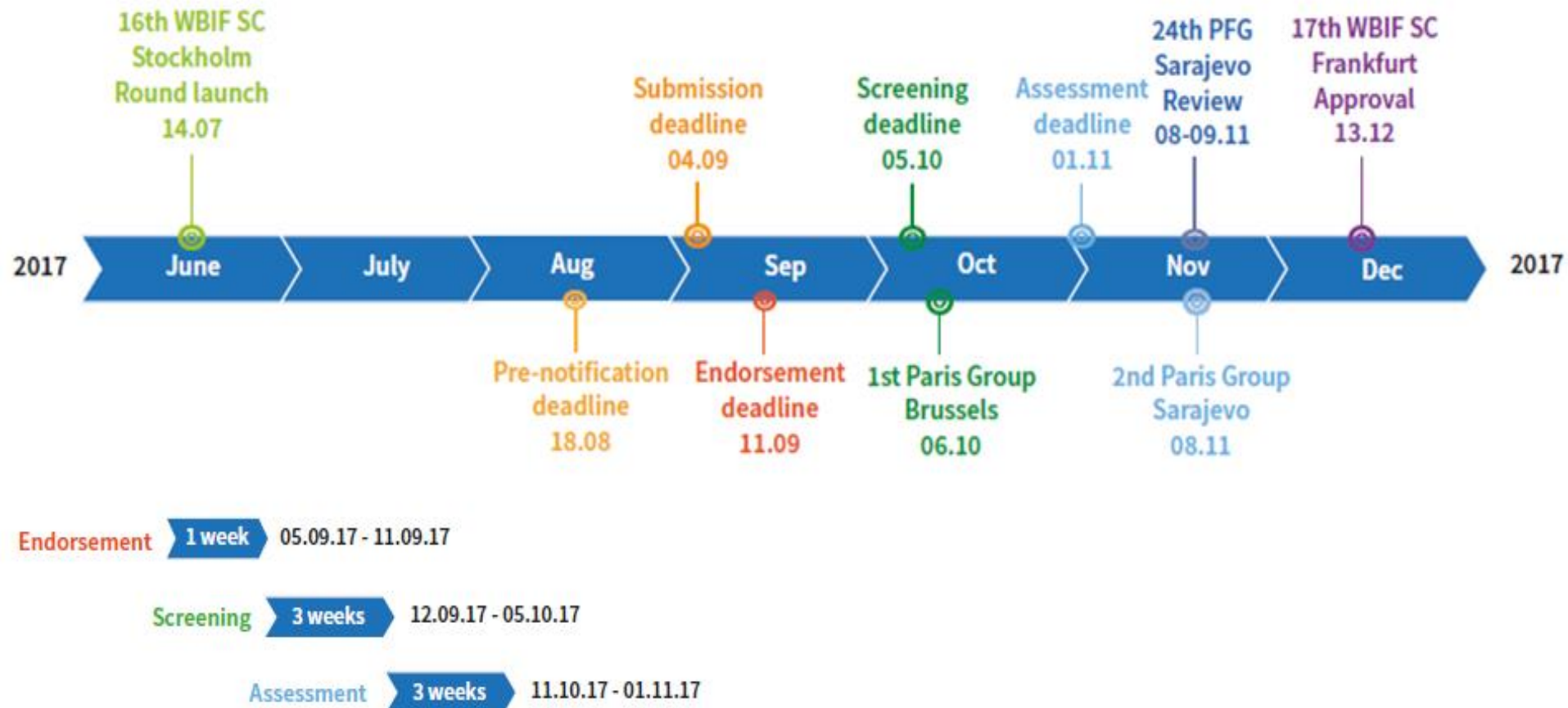


Application process



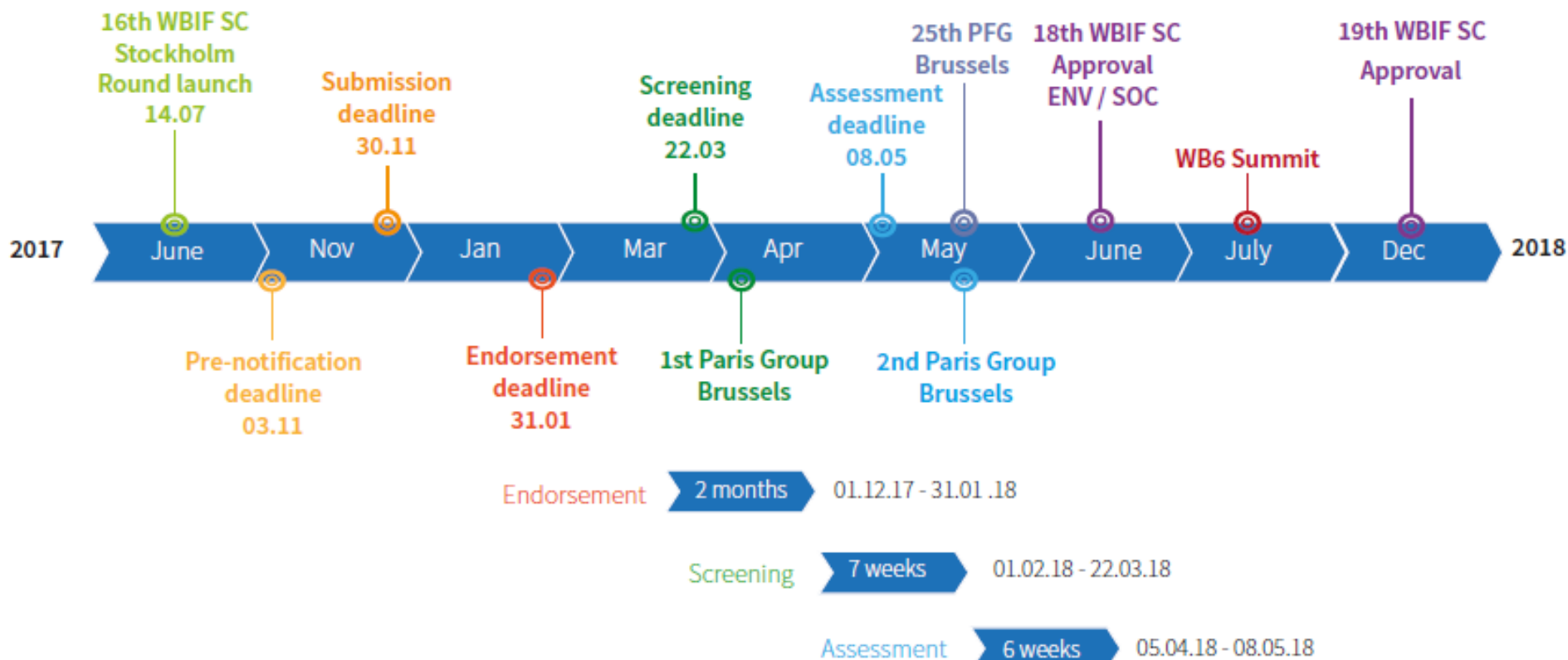
Application process

TA Round 18

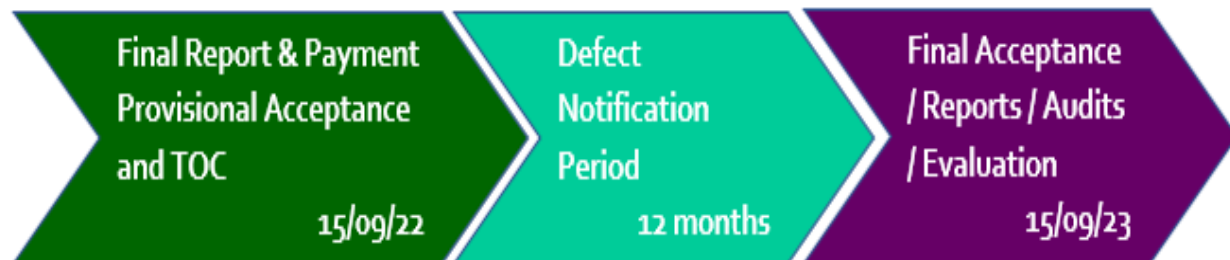


Application process

Annex 2: INV Round 3 Timeline



Implementation Timelines

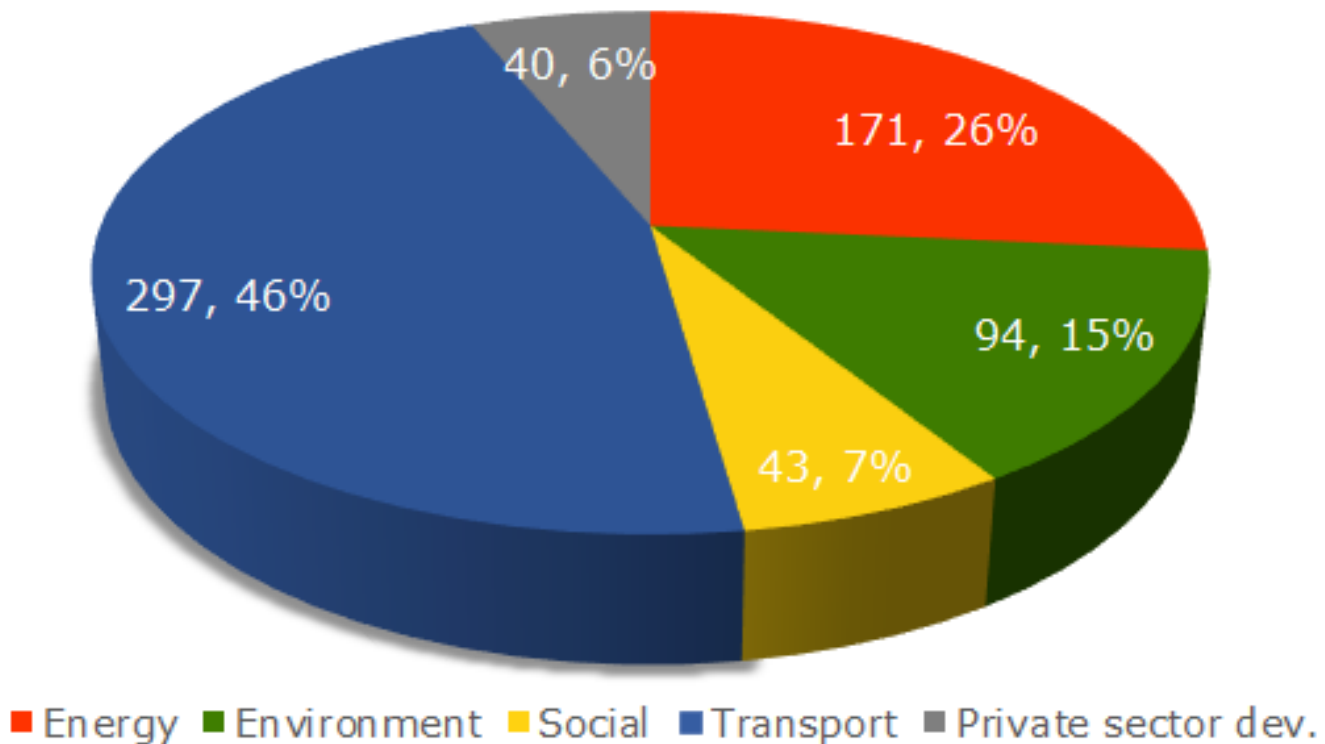


Selected achievements – WBIF Grants and Loans since 2009

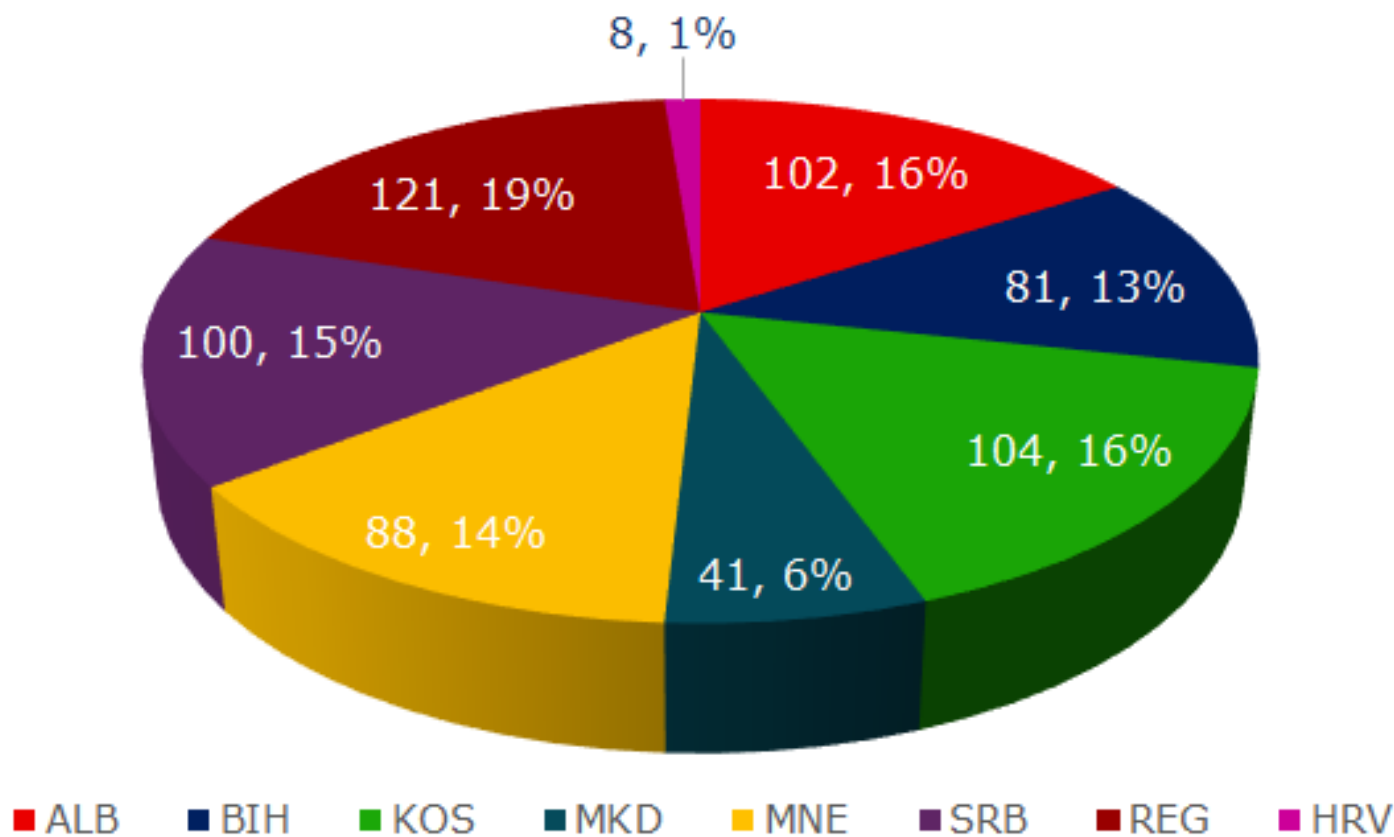
- 151 *Investment Projects Supported*
- € 5 bn *Signed Loans*
- € 10 bn *Total Estimated Loans*
- € 15.7 bn *Estimated Investments*

- 17 *Rounds of TA Grants*
- 2 *Rounds of Investment Grants*
- 240 *Grants Approved*
- € 645 m *Grant Value*

Distribution of Grants per Sector (€M & %)



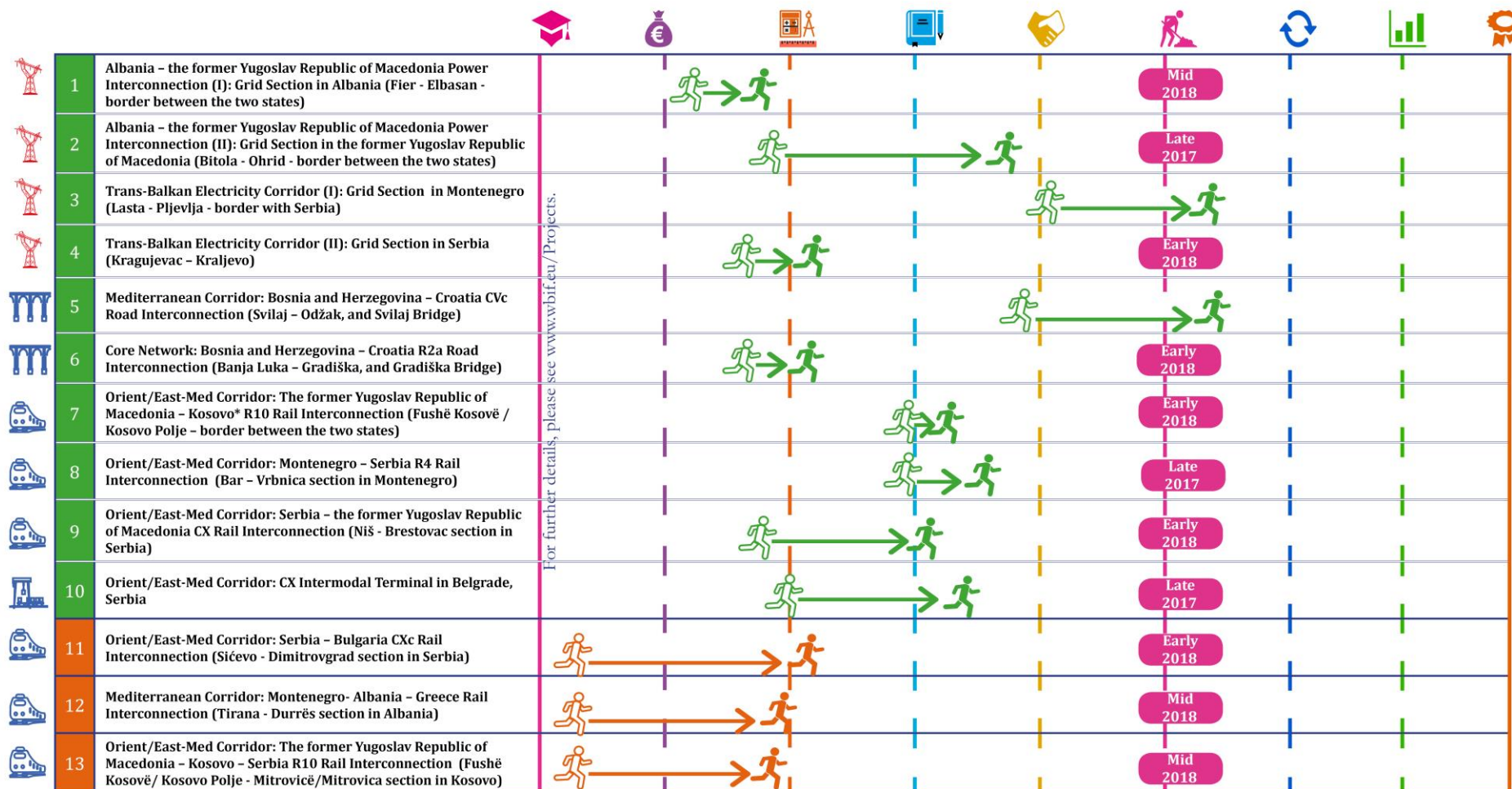
Distribution of Grants per Beneficiary (€M & %)





2015 and 2016 CONNECTIVITY AGENDA PROJECTS

Progress to Date



*This designation is without prejudice to positions on status, and is in line with UNSCR 1244/1999 and the ICJ Opinion on the Kosovo Declaration of Independence.



July 2016 Status



Railways



Freight Terminal



Electricity Transmission



Road & bridge

Connectivity Agenda Projects

OVERALL SUPPORT 2015 TO DATE?

Total EU Grant
(€M) 501.3

Investment Leveraged
(€Bn)

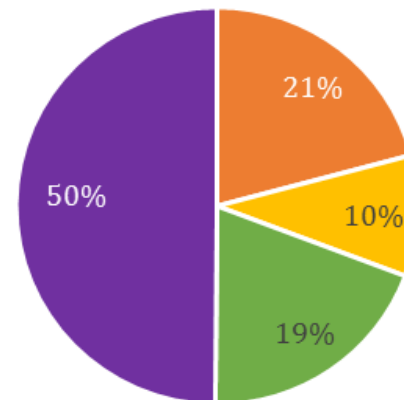
...

1.4

AND IN ADDITION

Preparatory & Horizontal
Technical Assistance (€M) 37.7

EU Grant Allocated to Date/Total Pledged (%)



■ 2015 Grants ■ 2016 Grants ■ 2017 Grants ■ Uncommitted to Date

Ongoing Calls for Proposals

Round 18 TA:

- Eligibility Criteria:
 - ✓ all eligible sectors provided that a national sector strategy is in place; TRA and ENE projects must have regional dimension, with TRA projects clearly linked to or on the Core Network
- 6 months cycle, WBIF Steering Committee to approve eligible applications in Frankfurt, 13 December 2017

Round 03 INV:

- Eligibility Criteria:
 - ✓ all eligible sectors with EU IPA funds restricted to projects relevant to the Connectivity Agenda
- 12 months cycle: political endorsement by WB6 Summit and further approval by 2018 winter Steering Committee

Challenges and Outlook

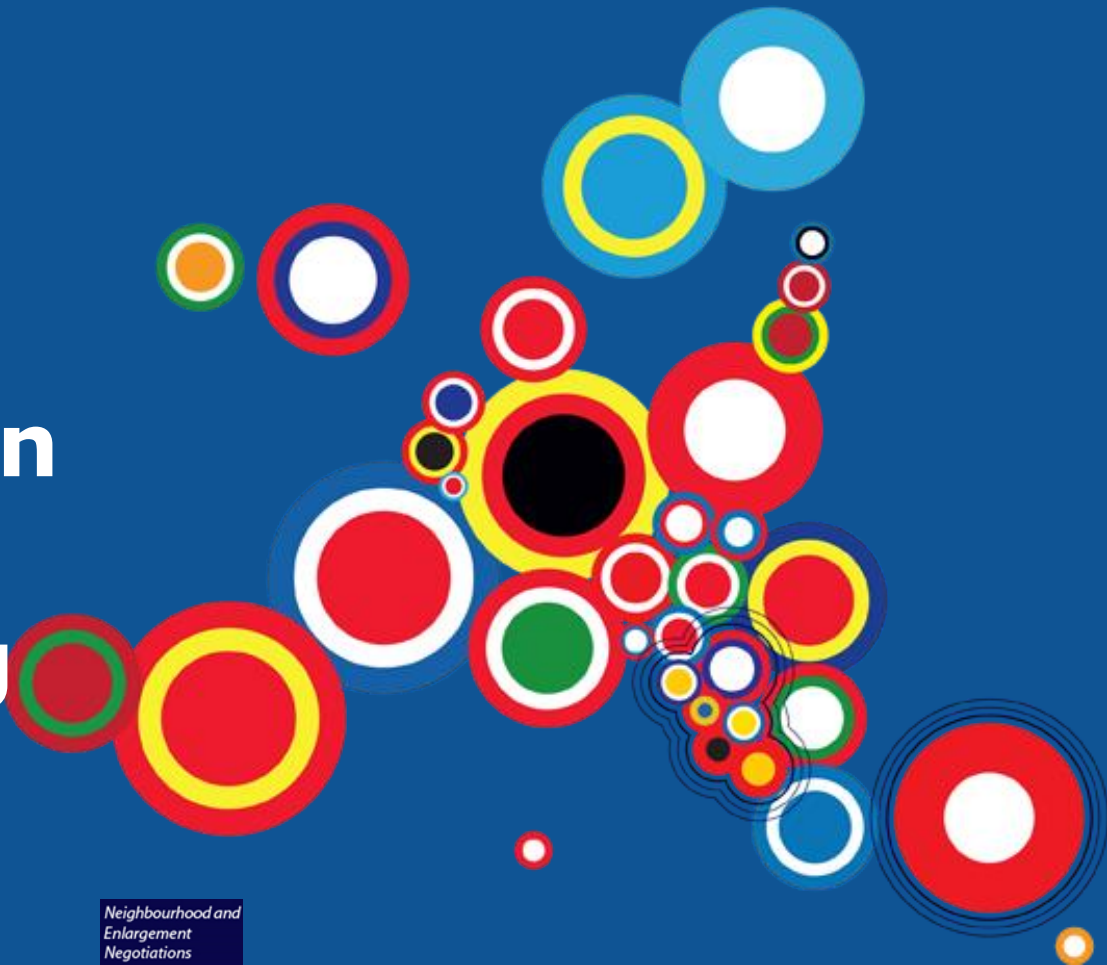
Focus on Connectivity

- Connecting the WBs (internally and with the EU)
- Implementation progress “Connectivity Reform Measures”
- Allocation of € 150M per year to suitable, prioritised and relevant Connectivity projects

More information: www.wbif.eu

Thank you!

The Western Balkans and the EU



How to get in: conditions for membership

Copenhagen criteria (1993)

→ *Political*

Stable democratic institutions
Human rights, protection of minorities
Rule of law

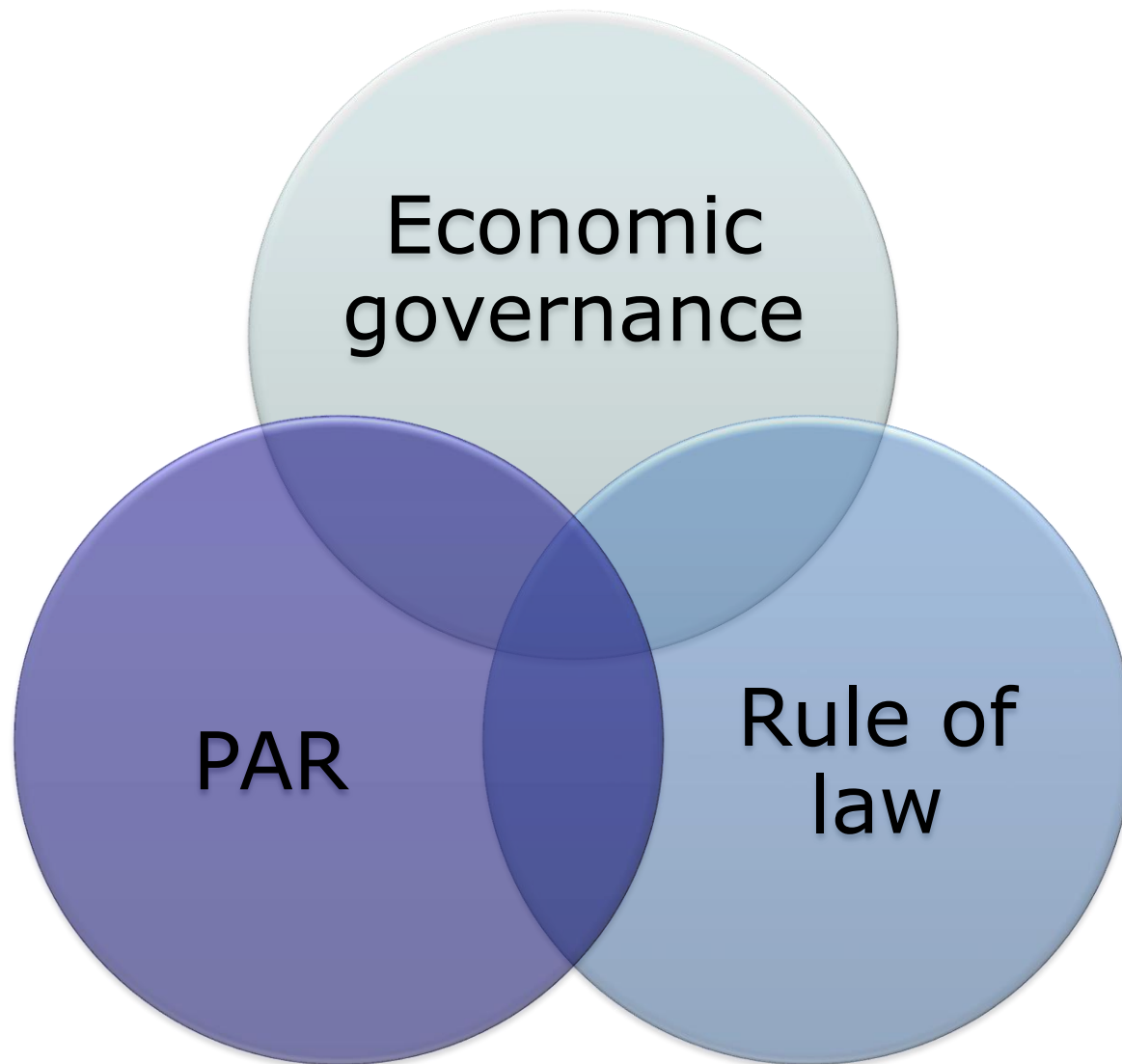
→ *Economic*

Functioning market economy
Capacity to cope with competitive forces in EU

→ *Ability to take on obligations of membership*



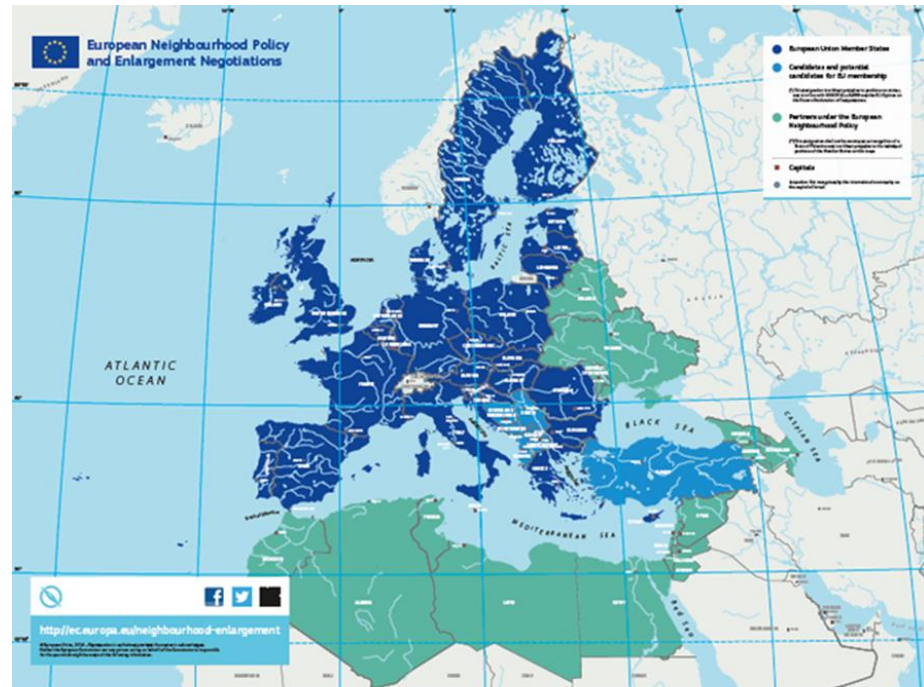
Fundamentals reinforcing each other



The current enlargement agenda

Candidates

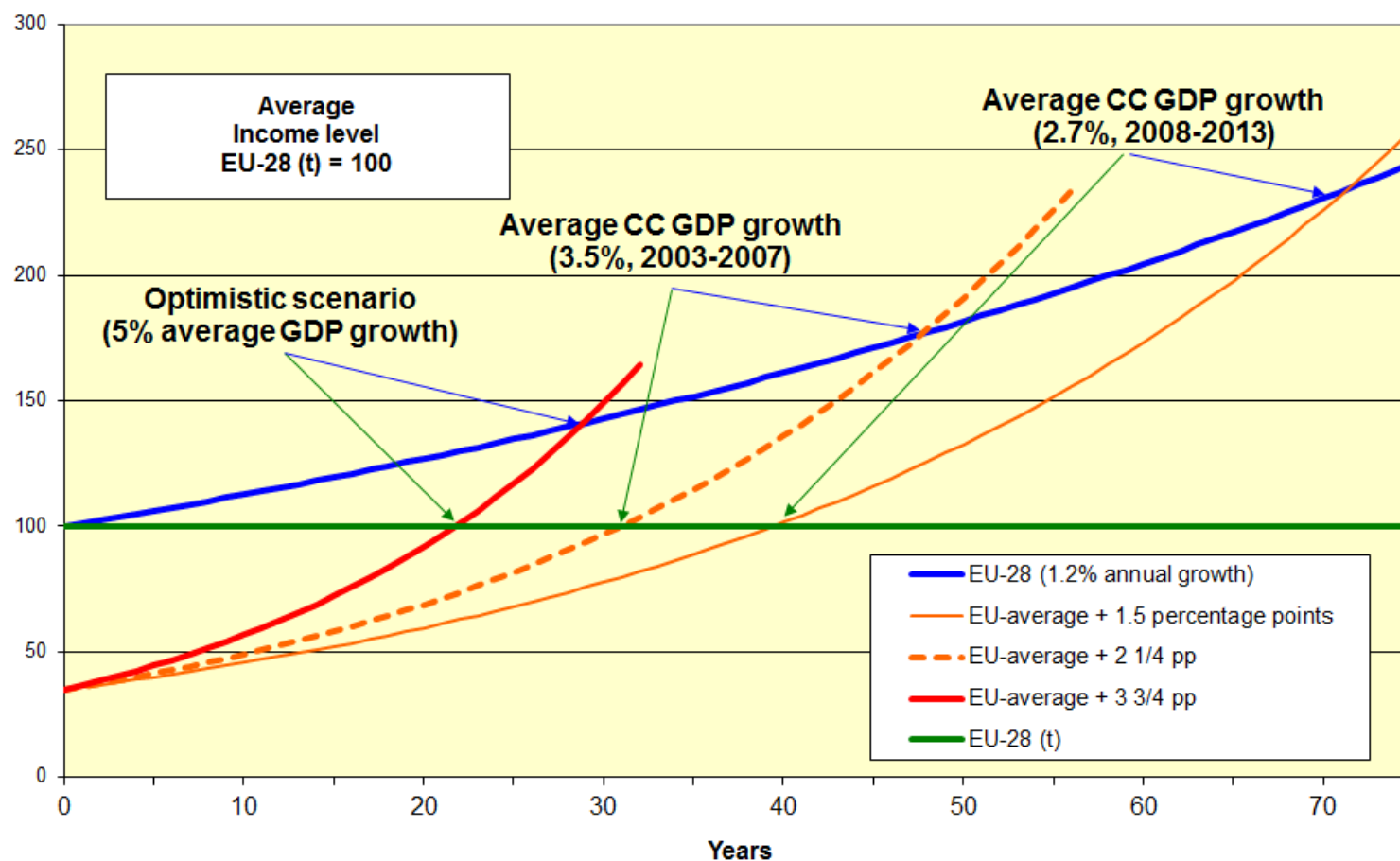
- **Negotiating candidates underway:** Turkey, Montenegro (as of June 2012), Serbia (Jan 2014)
- **Candidates not negotiating (yet):** the former Yugoslav Republic of Macedonia, Albania (granted candidate status June 2014)
- **Potential candidates** - Bosnia and Herzegovina, and Kosovo - as and when - ready.



RoL in Western Balkans: a closer look at EC recommendations

	Kosovo*	BiH	fYRoM	ALB	SRB	MNE
Fight against organised crime	- Revision of CPC and relevant laws; - capacity building of prosecution; - intelligence-led policing approach; - data harmonisation.	- Use of financial investigations; - inter-agency cooperation and exchange; - asset confiscation and recovery.	- Improved track record; - oversight mechanism for police; - cooperation between law enforcement; - review of relevant legislative framework.	- Solid track record; - review of relevant legislative framework; - police reform.	- Intelligence led investigations; - secure platform for intelligence exchange; - coherence between new law on police and CPC; - reinforcement of internal control sector of the police.	- Track record; - inter-agency cooperation; - police reform.

Catching up takes time





European
Commission

Thank
You!!

ANCE workshop on EU development Cooperation



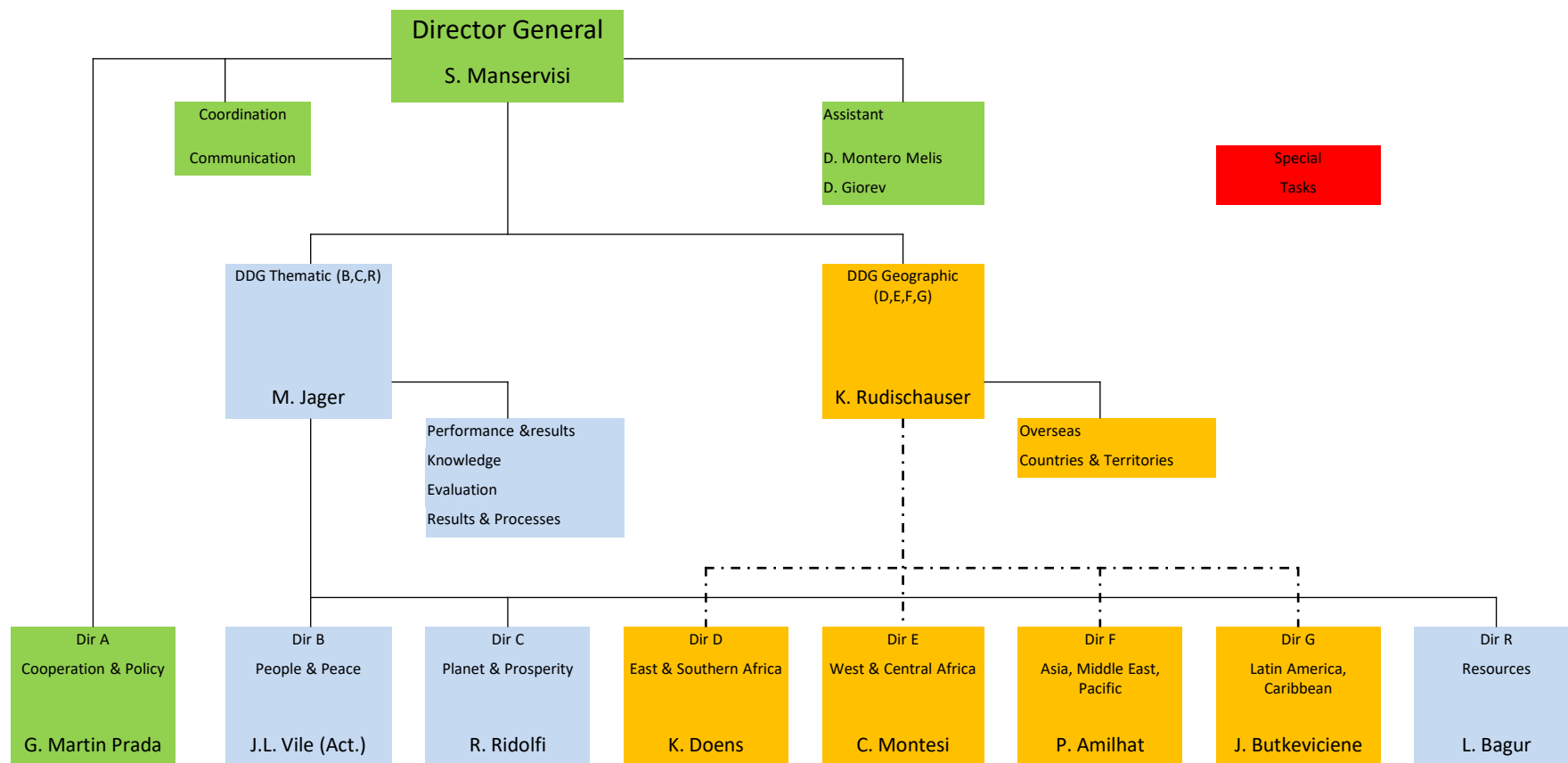
Opportunities in the infrastructure sectors (Energy, Transport, Water...)

Paolo CICCARELLI

Head of Unit: Cities, Local Authorities,
Digitalisation, Infrastructures

Brussels
20th of September 2017

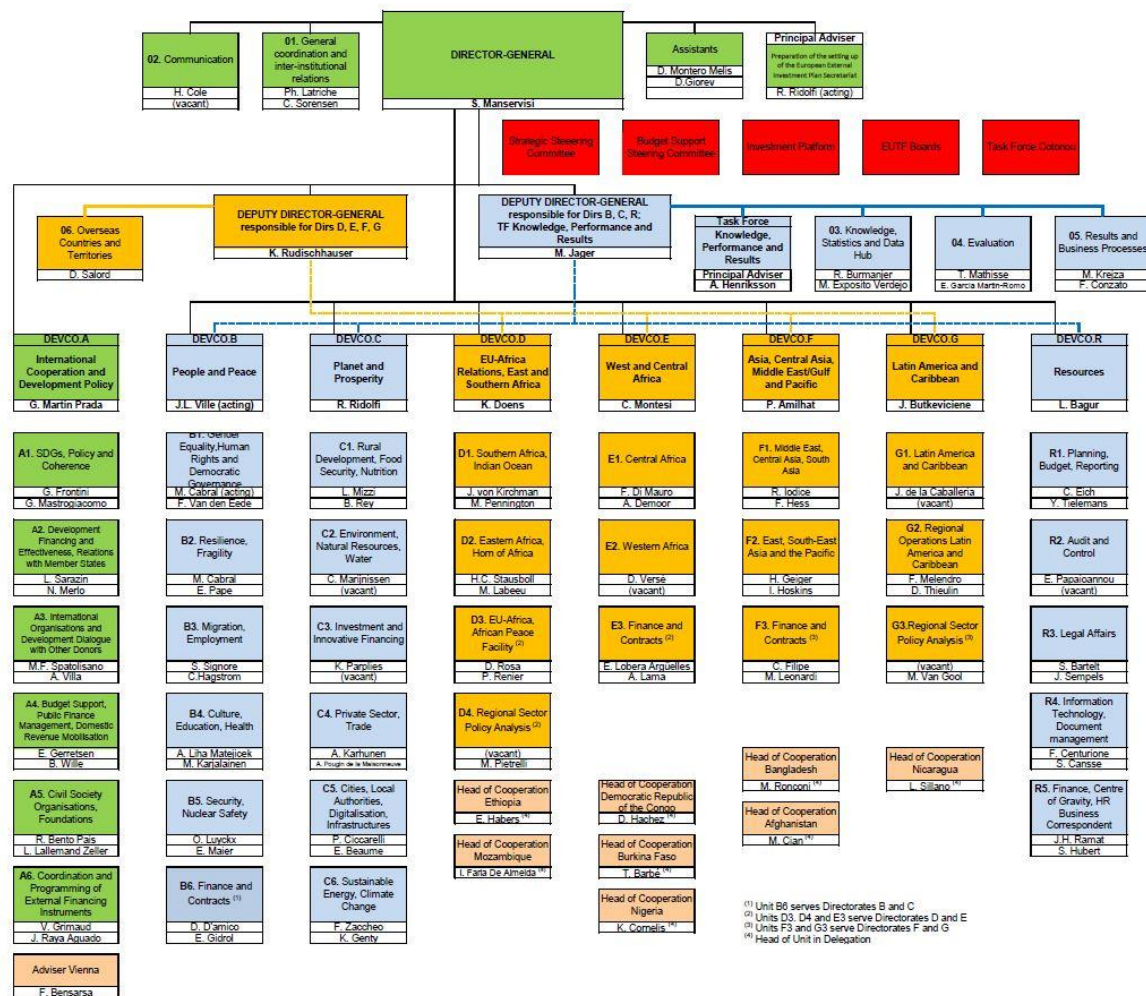
Directorate General for International Cooperation and Development



Organigram



01/09/2017



(1) Unit B6 serves Directorates B and C

(2) Units D3, D4 and E3 serve Directorates D and E

(3) Units F3 and G3 serve Directorates F and G

(4) Head of Unit in Delegation

European Consensus on Development

- **People**
- **Planet**
- **Peace**
- **Prosperity (Energy transport, Water, ICT, cities)**
- **Partnership**

Sustainable development goals



Sources of funding



<i>11th EDF (2014-2020)</i>	<i>23 200 Mio€</i>
• National programme	15 200 Mio€
• Regional programme	3 300 Mio€
• Intra ACP	3 600 Mio€
• ACP Investment facility	1 100 Mio€
<i>OCT, Support...</i>	<i>7 300 Mio€</i>
<i>Total</i>	<i>30 500 Mio€</i>

+/- 25% dedicated to Infrastructures

Sources of funding



DCI (2014-2020)

Geographic programme 11 800 Mio€

National (47 Countries)

- **Asia** 7 755 Mio€
- **Latin America** 2 500 Mio€
- **Middle East** 545 Mio€
- **Other** 1 050 Mio€

Thematic (GPGC & CSO + LA) 7 000 Mio€

Panaf 845 Mio€

Total 19 600 Mio€

EDF + DCI 50 100 Mio€

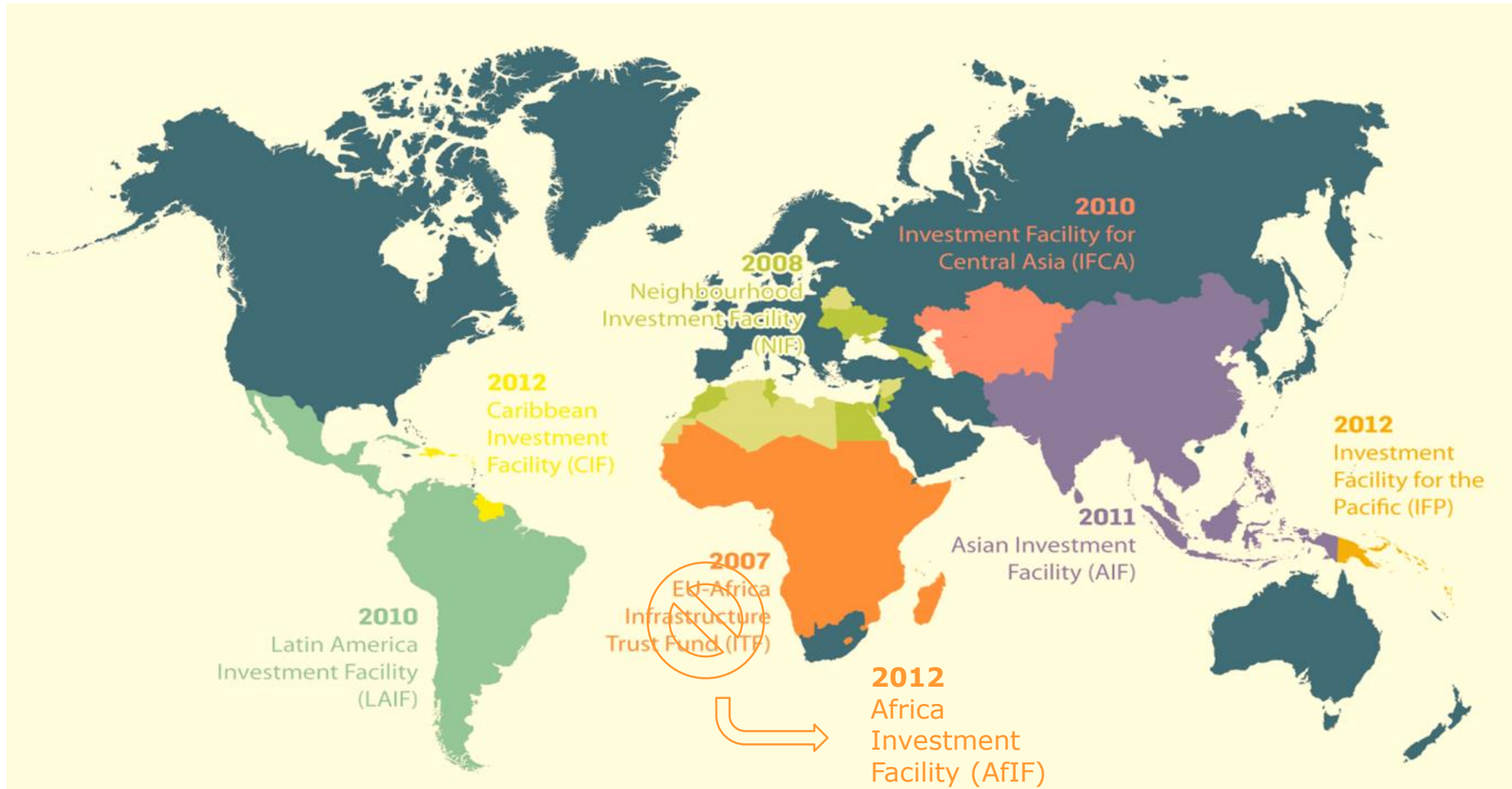
In the past:

- **EC 100% financing with grants;**
- **Implementation through design and conventional tender for works;**

Now:

- **Blending (grants mixed with loans);**
- **With and through our financing partners**
(EIB, KfW, AFD, AfDB...);
- **1€ grant generates about 8€ of project;**
- **DB & DBO (new set of rules in the PRAG).**

Main blending instruments



Blending successes



- *3 400 Mio€ Grant → 26 200 Mio€ of projects*
(2007-2016)
- *Type of support*
 - **Studies**
 - **Technical Assistance & Capacity building**
 - **Investments**
- *Growing importance*
- *Sectors*

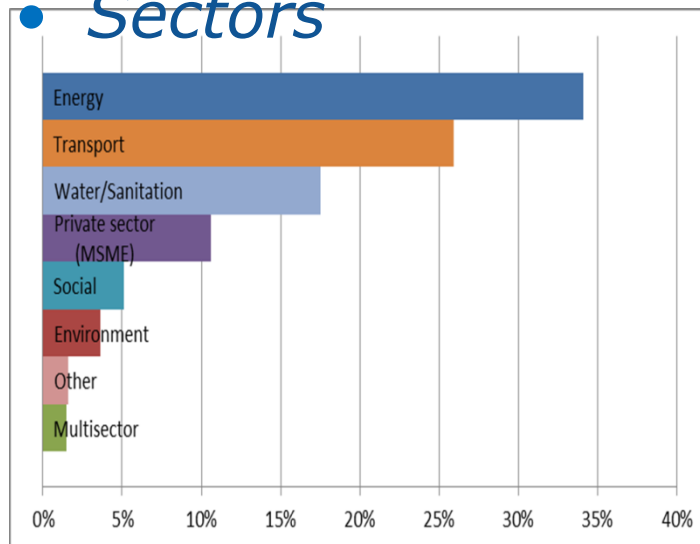
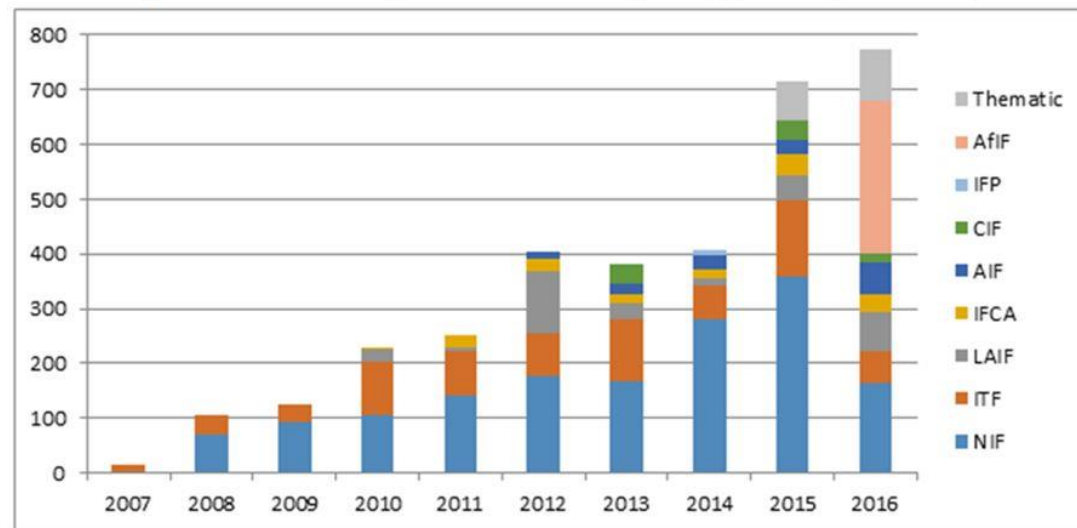


Figure 3 - EU Blending Facilities: Annual grant approvals (in € million)



European External Investment plan

New instrument 3 pillars for intervention:

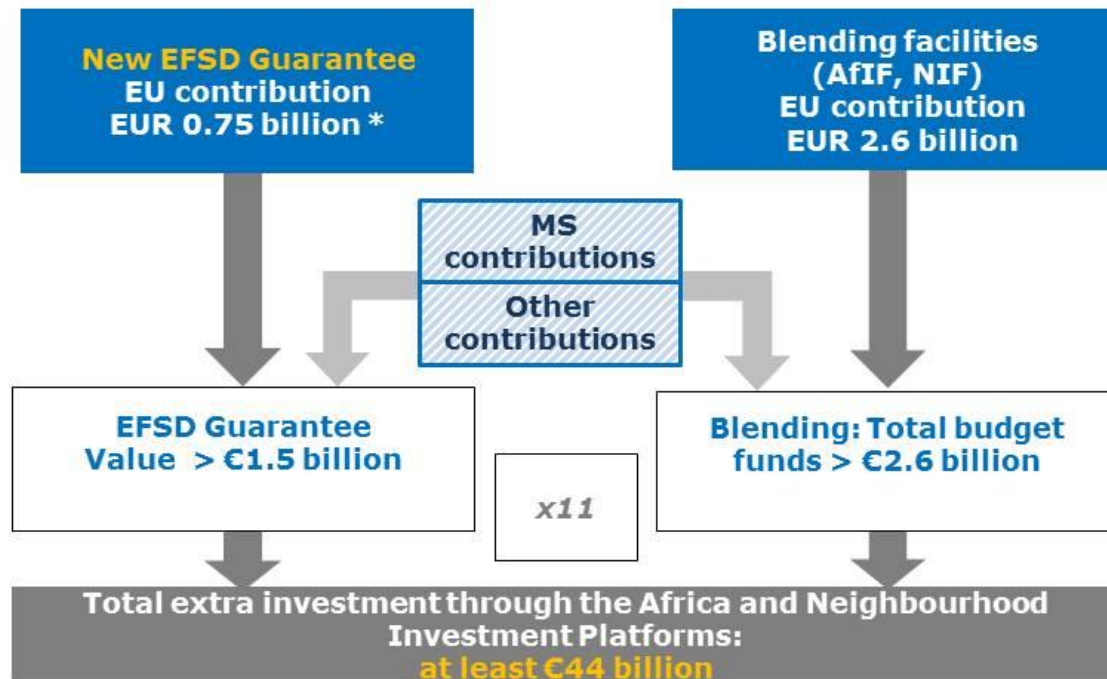
- **Pillar 1: Mobilise investment (EFSD)**
European Fund for Sustainable Development
Blending
Guarantee scheme (implemented through specific windows)
- **Pillar 2: Technical Assistance**
- **Pillar 3: Policy Dialogue and cooperation**

EEIP Framework



NEW PARTNERSHIP FRAMEWORK – EXTERNAL INVESTMENT PLAN

European Fund for Sustainable Development (EFSD)



* Plus a EUR 0.75 billion contingent liability.



Politica di coesione UE 2014-2020: opportunità nel settore delle costruzioni Bulgaria, Croazia e Romania

Politica di coesione UE 2014-2020: 1/3 del bilancio dell'UE

Le riforme concordate per il **periodo 2014-2020** sono state studiate per **massimizzare l'impatto** dei **finanziamenti UE** a disposizione.

DELL'UE 2014-2020 COMPLESSIVO

1 082 miliardi di €

67,5%

Altre politiche
DELL'UE
Agricoltura
Ricerca
Politiche esterne
ecc.

730,2 miliardi di €



32,5%

POLITICA DI
COESIONE

351,8 miliardi di €

CRESCITA

Intelligente
Sostenibile
Inclusiva

La politica di coesione consente di attuare la strategia Europa 2020
e le priorità politiche della Commissione

La politica di coesione sostiene le priorità politiche 2014-2020 della Commissione

- La politica di coesione fa parte dei Fondi strutturali e d'investimento europei (Fondi SIE)
- I fondi SIE rappresentano il principale strumento della politica d'investimento dell'UE. 454 miliardi di EUR stanziati per 535 programmi
- Lavoro, crescita e investimenti / Mercato unico digitale / Unione dell'energia e clima / Mercato interno / Unione economica e monetaria / Libero scambio UE-USA / Giustizia e diritti fondamentali / Migrazione / UE come attore globale / Cambiamento democratico



Le risorse: cinque Fondi strutturali e d'investimento europei (Fondi SIE) che lavorano insieme

ACCORDO DI PARTENARIATO

Fondo europeo
agricolo
per lo sviluppo
rurale

Fondo di
coesione

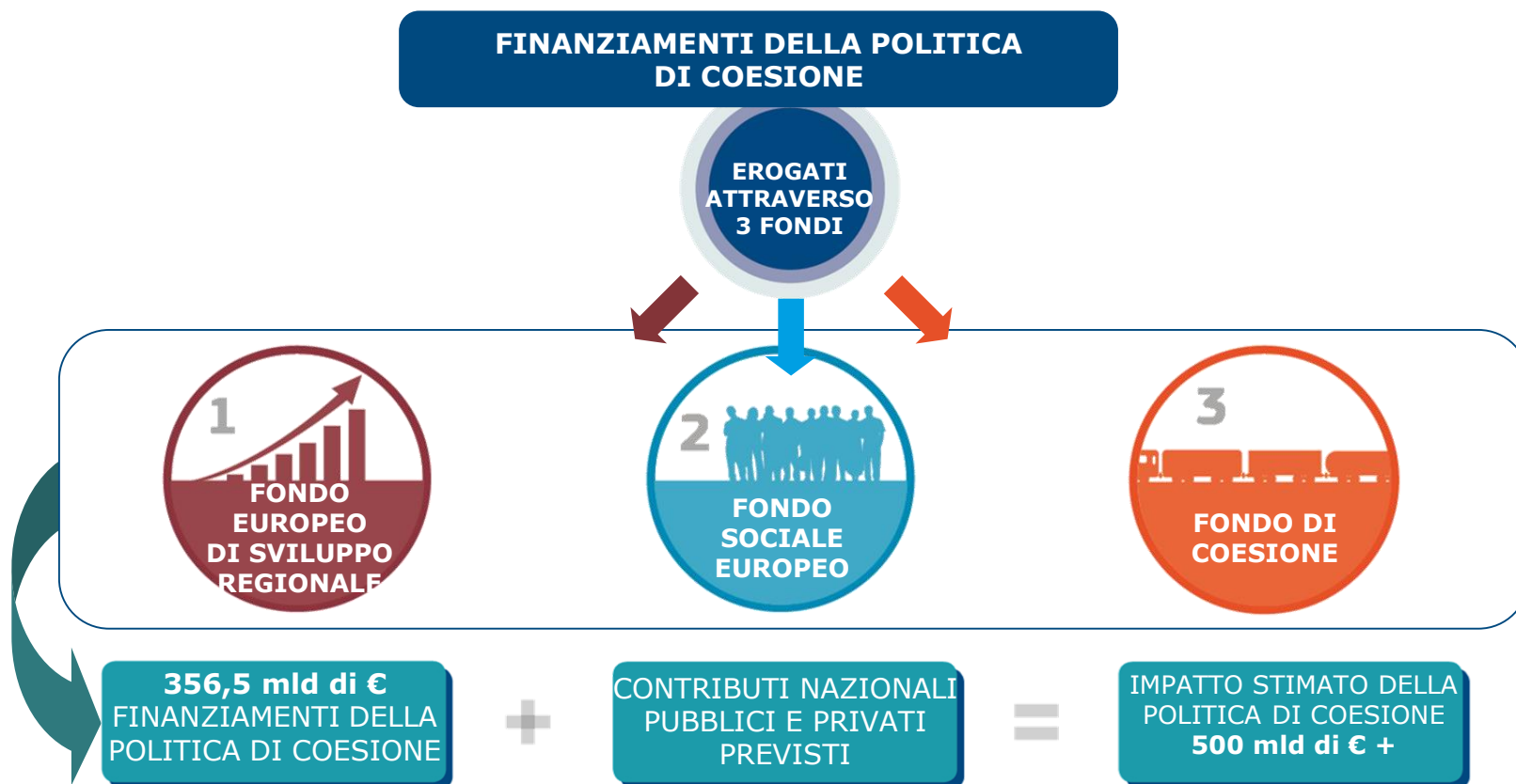
Fondo sociale
europeo

Fondo europeo
di sviluppo
regionale

Fondo europeo
per gli affari
marittimi e la
pesca

- **Norme comuni per i Fondi SIE**
 - Opzioni di costo semplificate.
 - E-governance.
 - Regole di ammissibilità.
 - Strumenti finanziari.
 - CLLD - Sviluppo locale di tipo partecipativo.

3 fondi per investire nella crescita e nell'occupazione



Il metodo: programmazione, partenariato e gestione condivisa

**Quadro
strategico
comune**

**Accordi di
partenariato**

**Programmi
operativi**

**Gestione dei
programmi/
Selezione dei
progetti**

**Monitoraggio/
Relazione
annuale**

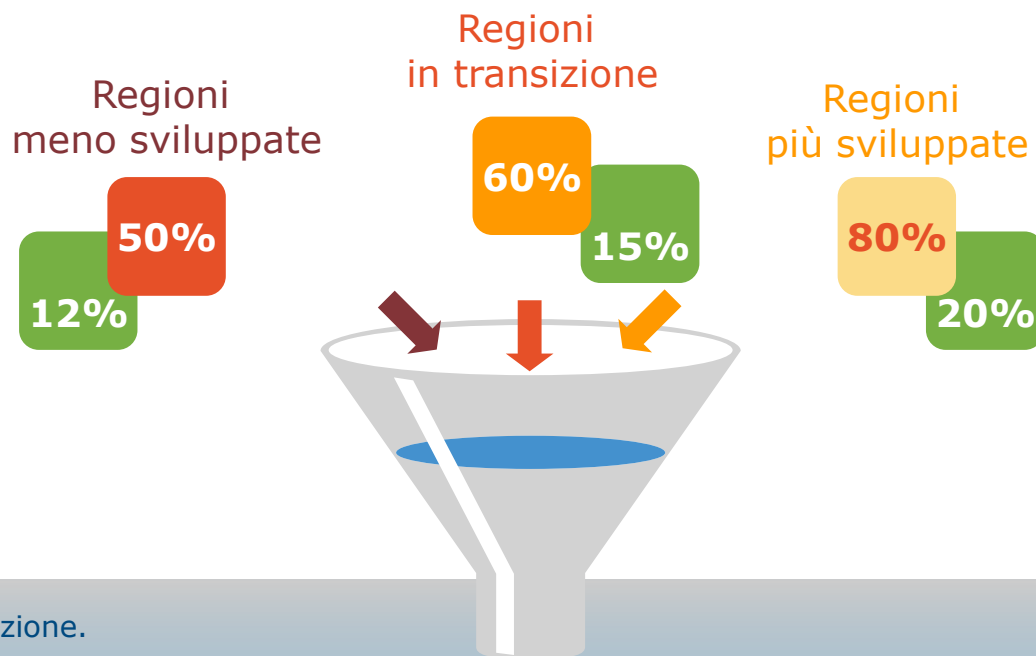
3 autorità per attuare la Politica di coesione

- Un'**autorità di gestione** incaricata di mettere in atto i programmi operativi e un comitato di monitoraggio che ne supervisioni i lavori.
- Un **organismo di certificazione** per verificare lo stato delle spese e le richieste di pagamento prima che siano trasmesse alla Commissione.
- Un **organismo per la revisione dei conti** per ciascun programma operativo, al fine di accertare il funzionamento efficiente del sistema di gestione e monitoraggio.

11 obiettivi tematici



Concentrazione degli investimenti su 4 priorità tematiche (FESR)



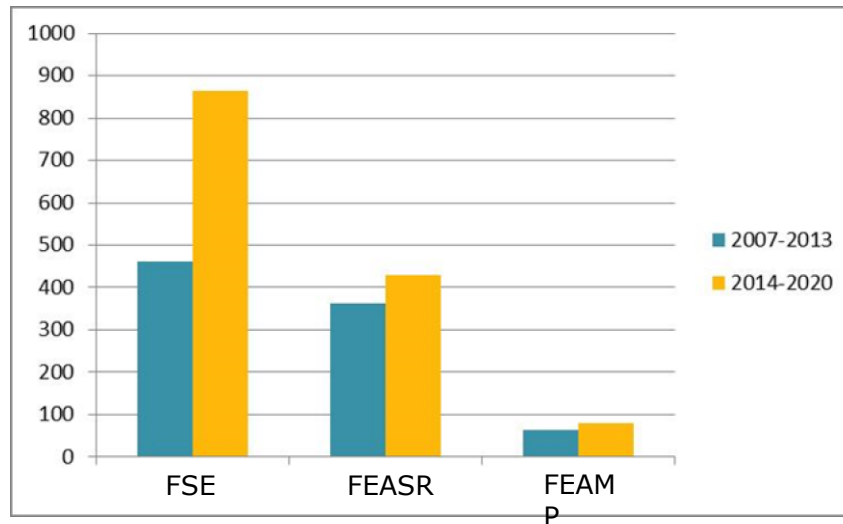
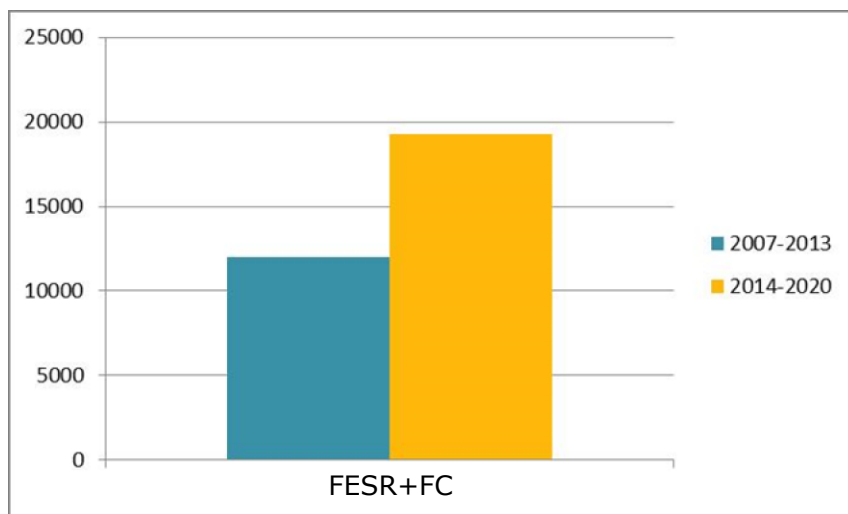
-  1 Ricerca e innovazione.
-  2 Tecnologie dell'informazione e della comunicazione (TIC).
-  3 Competitività delle piccole e medie imprese (PMI) - maggiore utilizzo degli Strumenti finanziari.
-  4 Passaggio a un'economia a basse emissioni di CO₂ (efficienza energetica ed energie rinnovabili).

Piano di investimenti per l'Europa

- Il piano di investimenti della Commissione europea si incentra sulla rimozione degli ostacoli agli investimenti, sul conferire visibilità e fornire assistenza tecnica ai progetti di investimento e su un uso più intelligente delle risorse finanziarie nuove ed esistenti.
- Per conseguire questi obiettivi il piano prevede interventi in tre ambiti:
 - mobilitare investimenti per almeno 315 miliardi di EUR in tre anni
 - sostenere gli investimenti nell'economia reale
 - creare un ambiente favorevole agli investimenti.
- Il **Fondo europeo per gli investimenti strategici** (FEIS) è il motore del piano di investimenti per l'Europa.

Gli strumenti finanziari dei Fondi SIE nel «Piano di investimenti» Aumento dell'effetto leva attraverso prestiti, garanzie, capitali di garanzia, capitali di rischio, ecc.

**Obiettivo: Almeno un raddoppio complessivo dell'uso degli Strumenti finanziari
(da 12 miliardi di EUR a $\pm$ 30 miliardi di EUR)**



Fondi SIE e FEIS (Piano di investimenti)

**I Fondi SIE possono contribuire ai progetti sostenuti dal FEIS
a livello di progetto/strumento finanziario/piattaforma di investimento**

Sviluppo urbano sostenibile: una priorità per il periodo 2014-2020

Almeno il 5% del Fondo europeo di sviluppo regionale (FESR) dovrebbe essere investito a favore dello sviluppo urbano integrato sostenibile a livello nazionale

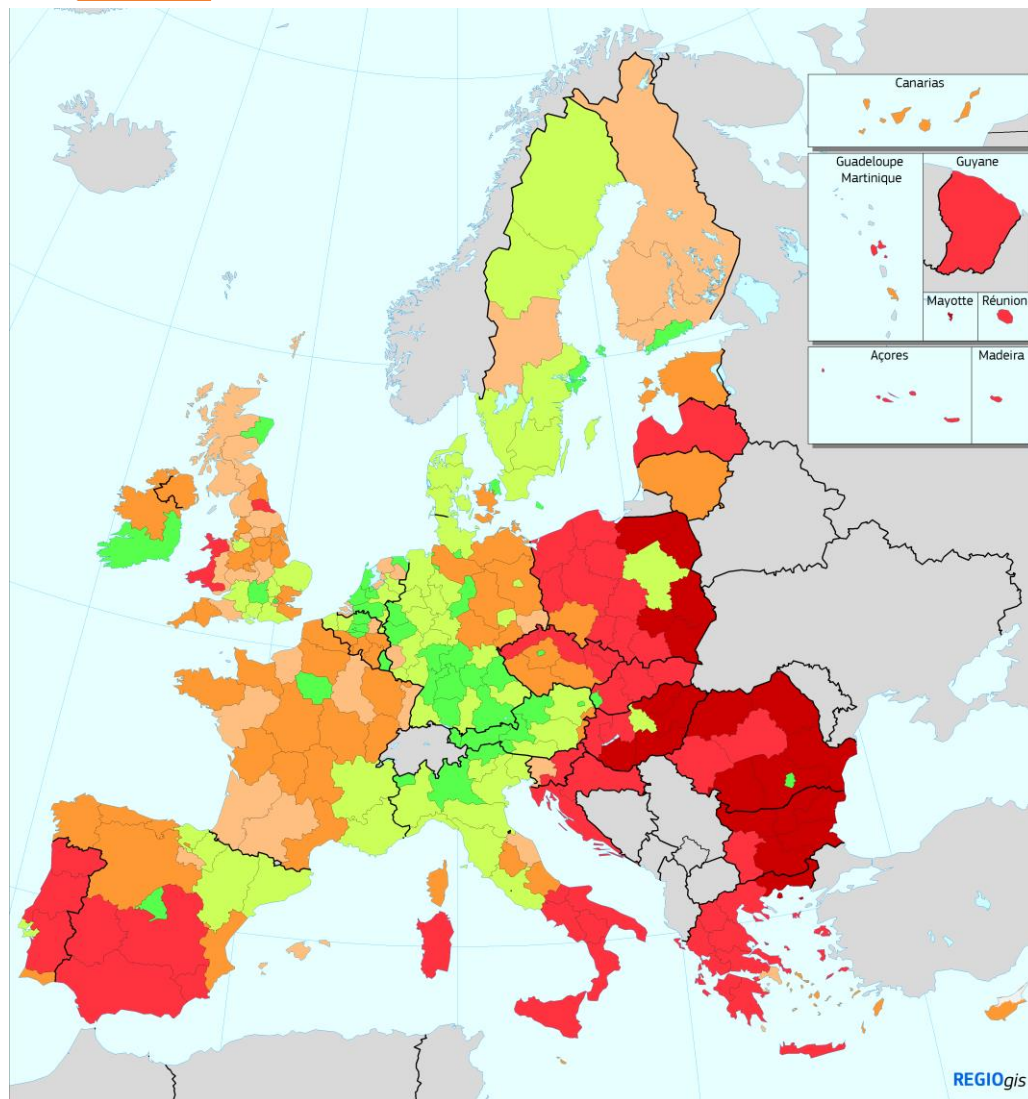
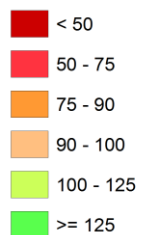
- **Strategie di sviluppo urbano integrato**, elaborate dalle città e da attuare sottoforma di investimento territoriale integrato (ITI), di asse prioritario multitematico o di Programma operativo specifico.
- Progetti selezionati dalle città in linea con le strategie.
- Rapporti tra realtà urbane e rurali da prendere in considerazione.
- Adozione di approcci di sviluppo locale di tipo partecipativo (CLLD), quali consultazioni con le organizzazioni locali dei cittadini.

L'Unione europea è varia...

PIL pro capite

PIL pro capite (SPA), 2014

Indice, UE 28 = 100

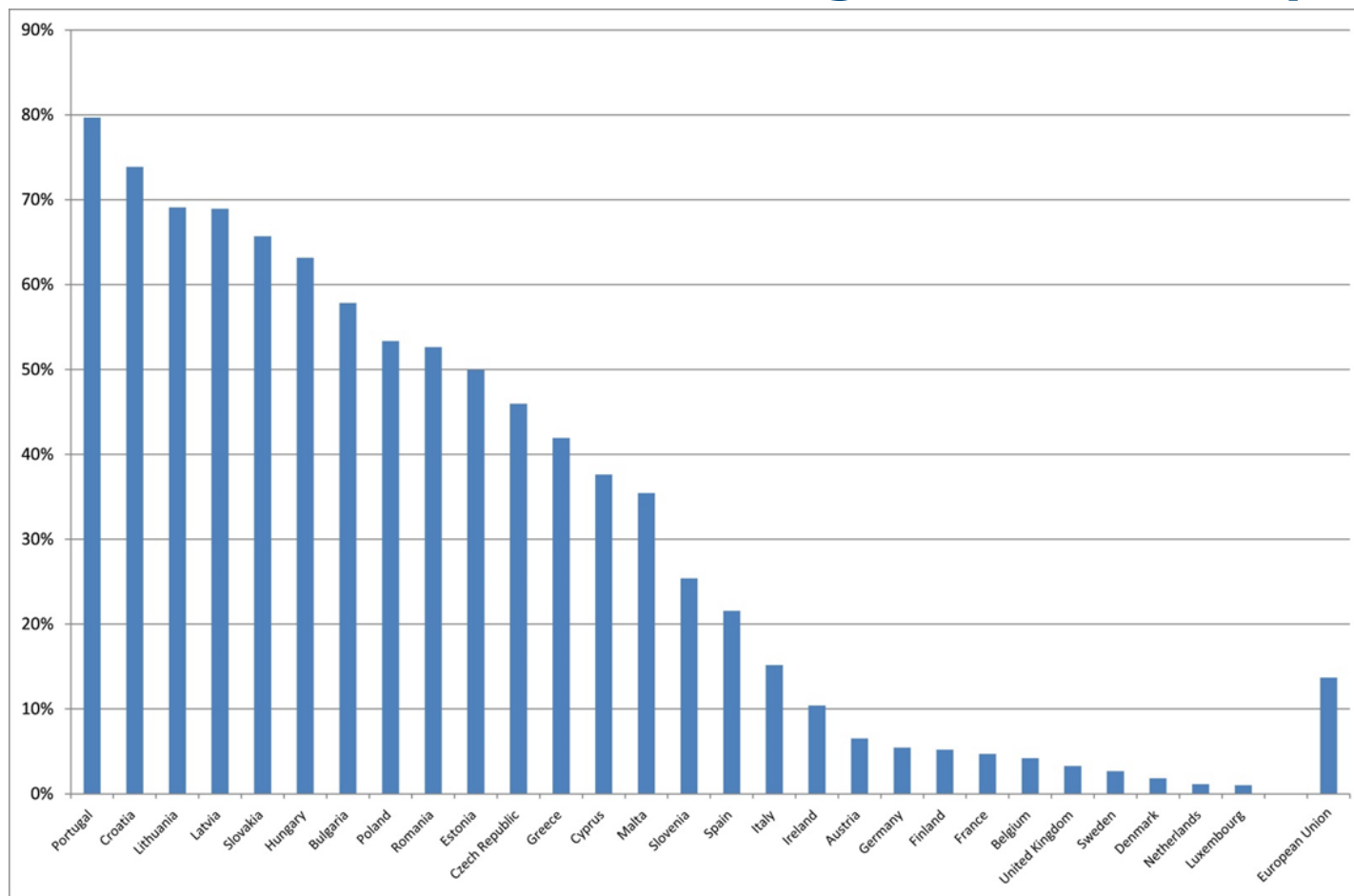


Crescita PIL in 2016*

Bulgaria	3,4%
Croazia	2,9%
Romania	4,8%

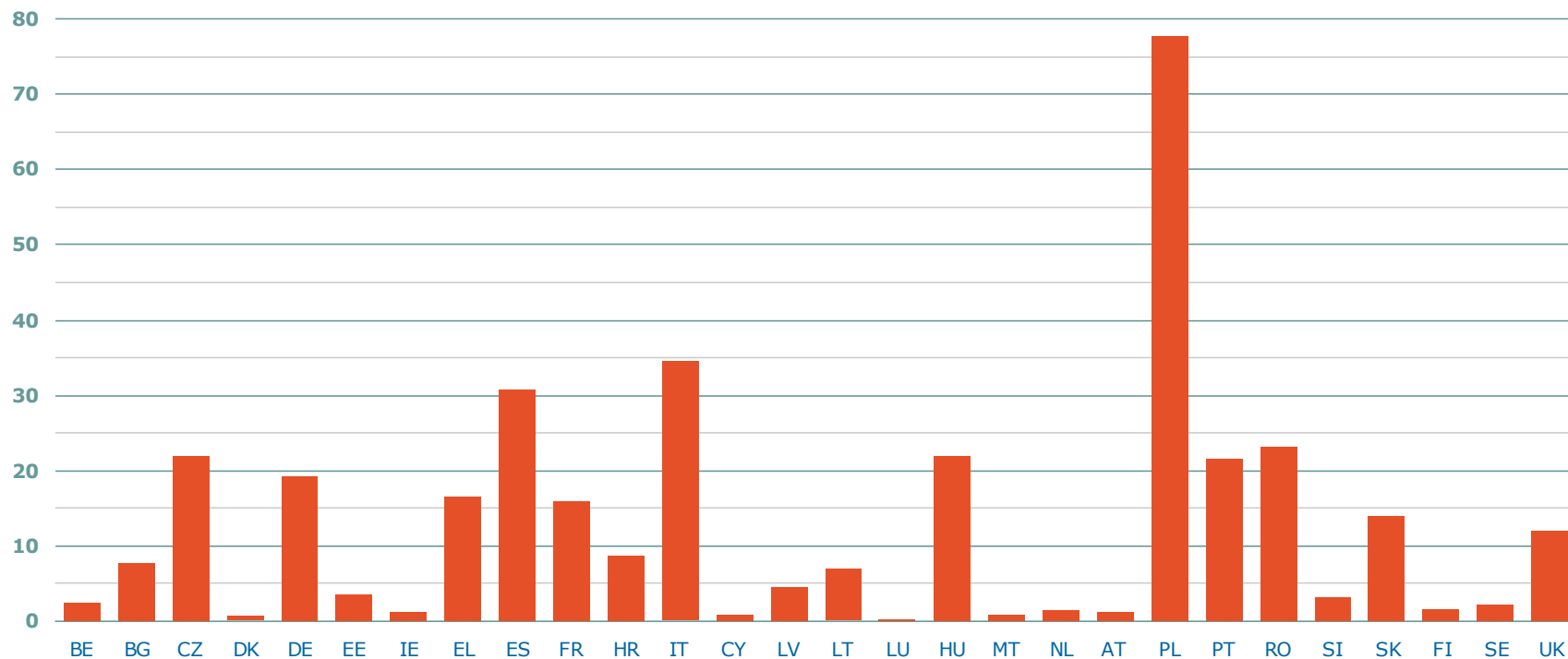
** Previsioni economiche di primavera 2017*

Percentuale dei Fondi SIE negli investimenti pubblici



Dotazioni di bilancio per Stato membro (2014-2020)

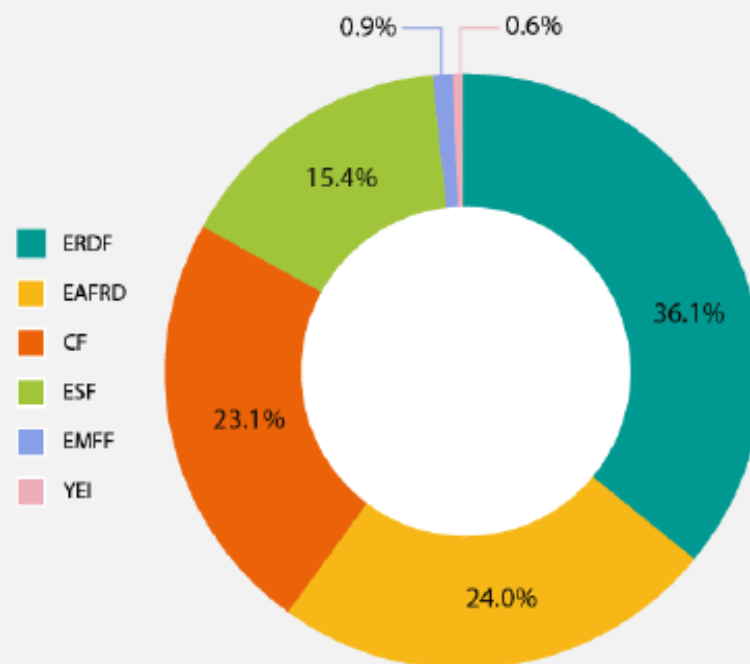
Stanziamenti totali della Politica di coesione dell'UE 2014-2020 (in miliardi di €, al valore attuale)



Dotazioni di bilancio per la Bulgaria (2014-2020)

ESI FUNDS BUDGET FOR BULGARIA (2014-2020)

- EUR 3.57 billion through the ERDF
- EUR 2.28 billion through the CF
- EUR 2.37 billion through the EAFRD
- EUR 1.52 billion through the ESF
- EUR 88 million through the EMFF
- EUR 55 million through the YEI



I programmi di investimento per la Bulgaria (2014-2020)

- Operational Programme Science and Education for Smart Growth
- Operational Programme under the SME Initiative
- Operational programme "Environment"
- Operational programme "Innovations and Competitiveness"
- Operational programme "Regions in Growth"
- Operational programme "Transport and transport infrastructure"

For more information: <http://www.eufunds.bg>

Transport and Transport Infrastructure Operational Programme

Main objectives

The Programme aims to develop the Trans European Network for Transport (TEN-T) in Bulgaria and to make transport safer and more sustainable.

Funding priorities

The Programme focusses on five priority axes:

- TEN-T Railway
- TEN-T Roads
- Intermodal transport services and sustainable urban transport (e.g. Sofia metro)
- Traffic management systems & services
- Technical assistance

Funds

Cohesion Fund (CF): 1,144,687,261.00 €

Regional Development Fund (ERDF): 459,761,907.00 €

Autorità di gestione

Ministry of Transport, Information Technology and Communications - Programme and Project Coordination Directorate

Environment Operational Programme

Main objectives

The Programme will support the preservation and the protection of environment, climate change adaptation, and risk prevention and management in Bulgaria.

Funding priorities

The Programme focusses on six priority axes:

- Water
- Waste
- Natura 2000 and biodiversity
- Flood protection & landslide prevention
- Air quality
- Technical assistance

Funds

Cohesion Fund (CF): 1,133,619,883.00 €

Regional Development Fund (ERDF): 371,204,258.00 €

Autorità di gestione

Ministry of environment and water of Bulgaria - Directorate General "Operational Programme Environment"

Regions in Growth Operational Programme

Main objectives

The Programme will tackle territorial imbalances in the country, aiming at complementary effects for achieving regional and urban development policy's objectives of the Republic of Bulgaria.

Funding priorities

39 urban centres of Bulgaria are the main target group of the Programme. The latter will focus on eight priority axes:

- Sustainable and integrated urban development
- Support for energy efficiency in support centres in peripheral areas
- Regional educational infrastructure
- Regional health infrastructure
- Regional social infrastructure
- Regional tourism
- Regional road infrastructure
- Technical assistance

Funds

Regional Development Fund (ERDF): 1,311,704,793.00 €

Autorità di gestione

Ministry of Regional Development and Public Works

Innovation and Competitiveness Operational Programme

Main objectives

The ERDF support under OPIC 2014-2020 aims at addressing the needs, overcoming the challenges, and seizing the opportunities for development of Bulgarian economy. This will be done by engaging in smart growth (under priority axes 1, 2) and sustainable growth (under priority axes 3, 4). The Programme also aims at achieving a complementary effect in terms of inclusive growth. Only priority axes 1 and 3 are allowed for large enterprises, while most of the Programme's support targets SME.

Funding priorities

- Technological development and innovation
- Entrepreneurship and SME growth capacity
- Energy and resource efficiency
- Removing bottlenecks in security of gas supplies
- Technical Assistance

Funds

Regional Development Fund (ERDF): 1,079,615,516.00 €

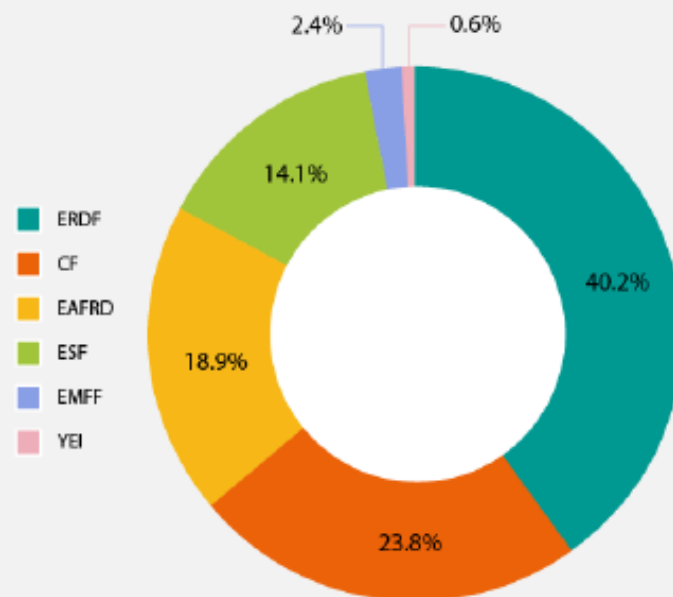
Autorità di gestione

Ministry of Economy - European Funds for Competitiveness Directorate General

Dotazioni di bilancio per la Croazia (2014-2020)

ESI FUNDS BUDGET FOR CROATIA (2014-2020)

- **EUR 4.32 billion** through the ERDF
- **EUR 2.56 billion** through the CF
- **EUR 2.03 billion** through the EAFRD
- **EUR 1.52 billion** through the ESF
- **EUR 253 million** through the EMFF
- **EUR 66 million** through the YEI



Competitiveness and Cohesion Operational Programme

Main objectives

The main aims of the programme are to boost economic competitiveness, support alignment with the EU environmental acquis, invest in transport infrastructure (TEN-T) and network infrastructure. The EU allocation amounts to EUR 6.88 billion (4.3 billion from the European Regional and Development Fund and 2.56 billion from the Cohesion Fund).

Funding priorities

- Almost 60% of the ERDF allocation is aimed at strengthening the economic competitiveness of the country.
- A substantial share of the Cohesion Fund allocation is allocated to investments necessary for compliance with EU Directives in the waste and water sectors.
- ERDF funding will be invested in the development of energy efficiency in public buildings and housing, as well as the production of renewable energy resources at local level.
- In the transport sector, ERDF and the Cohesion Fund will strengthen the connectivity of the country and the regions to trans-European networks (railway, inland waterway and roads), support the modernisation of Dubrovnik airport, improve regional mobility, develop sustainable urban mobility in major cities, as well as improve road safety.

Funds

Cohesion Fund (CF): 2,509,755,644.00 €

Regional Development Fund (ERDF): 4,321,499,588.00 €

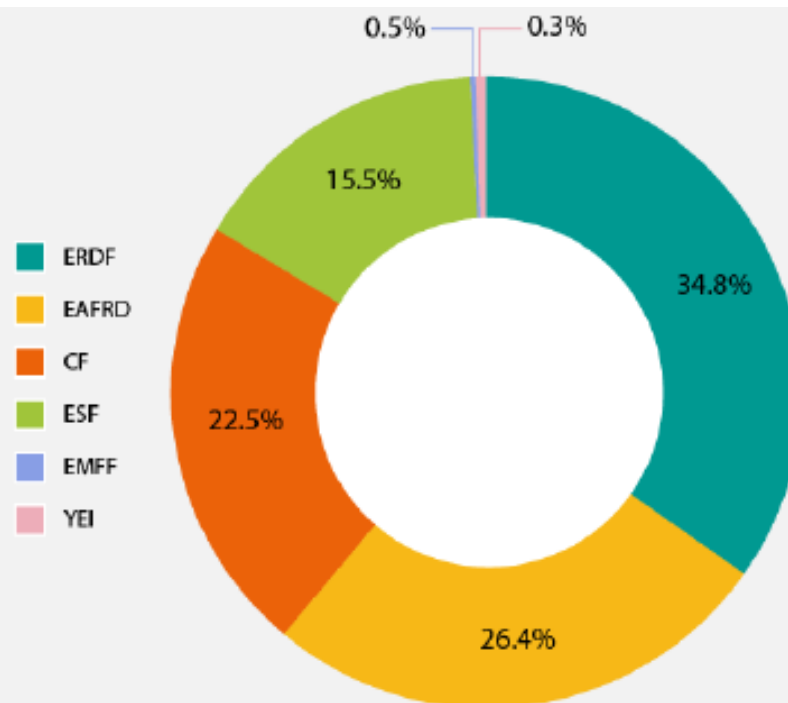
Autorità di gestione

Ministry of Regional development and EU Funds

Dotazioni di bilancio per la Romania (2014-2020)

ESI FUNDS BUDGET FOR ROMANIA (2014-2020)

- EUR 10.73 billion through the ERDF
- EUR 6.93 billion through the CF
- EUR 8.13 billion through the EAFRD
- EUR 4.77 billion through the ESF
- EUR 168 million through the EMFF
- EUR 106 million through the YEI



I programmi di investimento per la Romania (2014-2020)

- Competitiveness Operational Programme
- Large Infrastructure Operational Programme
- Operational Programme 'SME Initiative' Romania
- Regional Operational Programme
- Technical Assistance Operational Programme

For more information: <http://www.fonduri-ue.ro/>

Large Infrastructure Operational Programme

Main objectives

The programme addresses the development challenges identified at national level in terms of transport infrastructure, sustainable urban transport, environment, energy and risk prevention. The programme will mainly invest in removing the main transport bottlenecks and developing sustainable, efficient and green transport modes in the country. Another strong focus lies on measures to increase energy efficiency and protect natural resources. It also invests in environment infrastructure and risk prevention.

Funding priorities

- Improving mobility through the development of the TEN-T and the metro network
- The development of a multimodal, high-quality, sustainable and efficient transport system
- The development of environmental infrastructure based on an efficient management of resources
- Environmental protection by taking measures to preserve biodiversity, air quality monitoring and de-contamination of historically contaminated sites
- Promoting adaptation to climate change, risk prevention and management
- Clean energy and energy efficiency in order to support a low carbon economy
- Increased energy efficiency in centralised heating systems in selected cities
- Intelligent and sustainable transport systems for electricity and natural gas

Funds

Cohesion Fund (CF): 6,934,996,977.00 €

Regional Development Fund (ERDF): 2,483,527,507.00 €

Autorità di gestione

Ministry of Regional development, Public Administration and European Funds

Regional Operational Programme

Main objectives

The programme aims at promoting smart sustainable and inclusive growth in all regions in Romania making them more attractive places in which to live and work. The programme addresses the major development challenges for Romania: regional competitiveness, sustainable urban development, the low-carbon economy, and economic and social infrastructure at regional and local level.

Funding priorities

- Supporting transfer of technology and innovation take up by SMEs in areas for smart specialisation.
- Enhancing SMEs' competitiveness focusing on Romania's high-growth economic sectors.
- Promoting the low-carbon economy through investments in energy efficiency in buildings, public lighting and sustainable multimodal urban mobility.
- Supporting sustainable integrated urban development and regeneration of deprived urban areas.
- Developing cultural heritage and tourism as drivers for local economic development.
- Improving regional connectivity.
- Investing in health, social, and education and training infrastructure in support of national reforms.
- Extending the registration of land tenure.

Funds

Regional Development Fund (ERDF): 6,600,000,000.00 €

Autorità di gestione

Ministry of Regional development, Public Administration and European Funds

Competitiveness Operational Programme

Main objectives

In particular: in the area of ICT, the programme covers four main areas for development: a) e-government, interoperability, cyber-security, cloud computing and social networks, b) use of ICT in education, health, social inclusion and culture c) e-commerce, clusters and developing innovation through ICT and d) further deployment of the broadband infrastructure for the whole country.

Funding priorities

Information and communication technologies for a competitive digital economy (total budget € 630.2 million).

Funds

Regional Development Fund (ERDF): 1,329,787,234.00 €

Autorità di gestione

Ministry of Regional development, Public Administration and European Funds

Portale OPEN DATA

- informazioni online sui finanziamenti e sui risultati previsti nel quadro dei Fondi SIE 2014-2020.
 - Possibilità di consultare i dati sugli investimenti previsti a livello dell'UE, a livello degli Stati membri, per tema o per fondo.
 - Gli insiemi di dati possono essere visualizzati, incorporati in altri siti o scaricati per essere analizzati.
- <https://cohesiondata.ec.europa.eu/>





Commissione
europea

Grazie per l'attenzione



ec.europa.eu/regional_policy
cohesiondata.ec.europa.eu



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@CorinaCretuEU



Fondi SIE in Ungheria

Raluca Ionescu Isaksen
Programme Manager
DG Regional Policy

Contesto: Politica di coesione in Ungheria

Fondi strutturali e di investimento europei: Programmi Operativi in Ungheria

PO Trasporto integrato

- Priorità dei finanziamenti

- Risultati

- Grande progetti

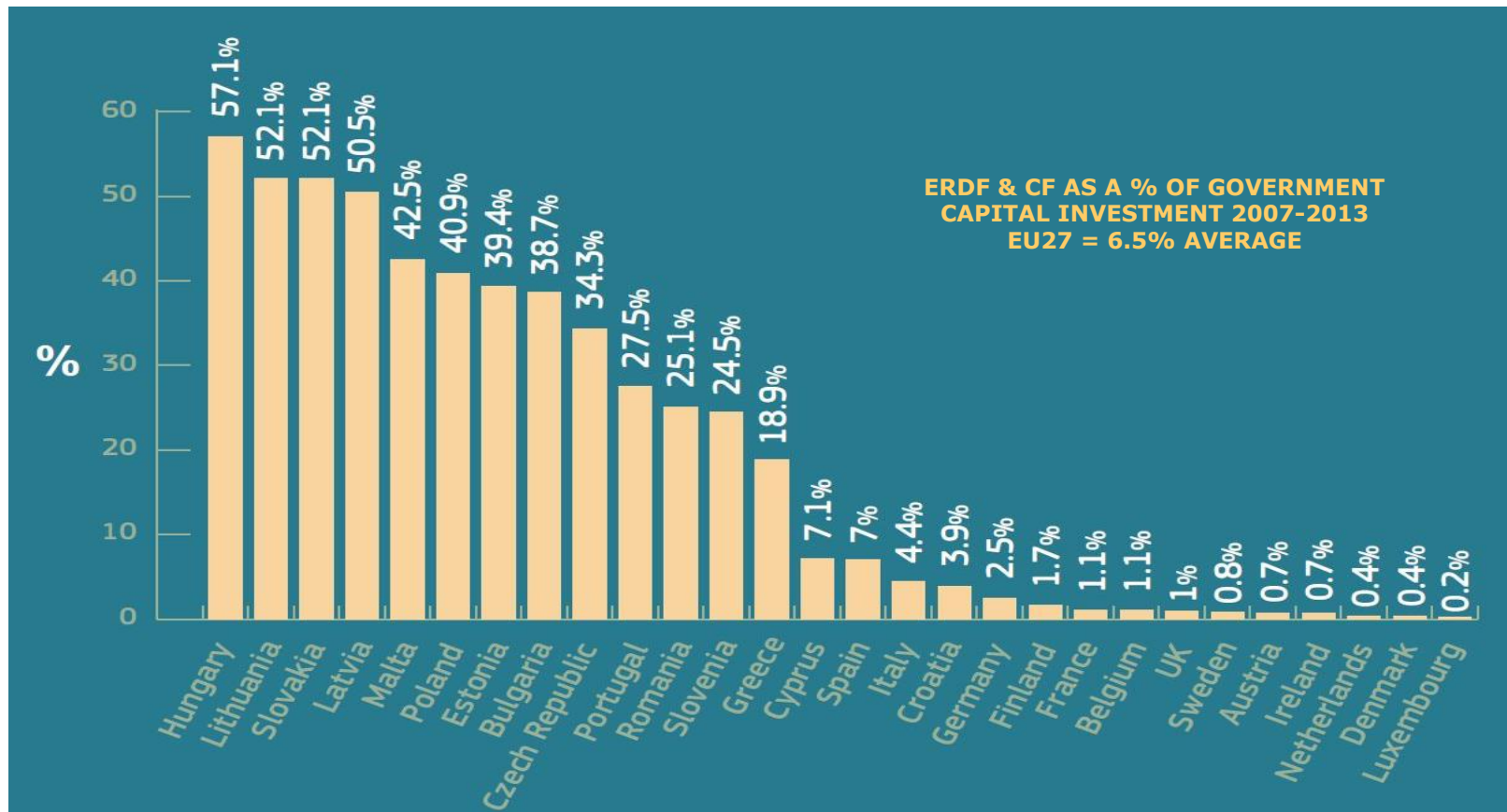
PO Ambiente e efficienza energetica

- Priorità dei finanziamenti

- Risultati

- Grande progetti

Contesto: la politica di coesione (% degli investimenti pubblici)



Risultati macroeconomici: Redditi supplementari stimati generati dalla politica di coesione 2007-2013 entro il 2023

€1 of Cohesion Policy investment in the period 2007-13
will generate €2.74 of additional GDP by 2023

€1



€2.74

€346.5 BILLION

invested in 2007-2013



Estimated return nearly **€1 trillion**
of additional GDP by 2023

Lasting impact in all member states
over 4% in Bulgaria, Cyprus, Hungary,
Czech Republic, Estonia, Latvia, Lithuania,
Malta, Poland, Romania, Slovakia, Slovenia

I Trasporti

In tutto

- 4900 km nuova strada (incl. 2400 km TEN-T)
- 2600 km TEN-T ferrovie

In Ungheria: EUR 6.7 miliardi

- 31% di dotazione totale nazionale
- 82% investimenti pubblici totali nel settore dei trasporti
- 23 grandi progetti
- Strade: 502 km nuove, 2521 km rimodernate
- Ferrovie: 20km nuove, 216km rimodernate

Fondi strutturali e di investimento europei

Fund	EU allocation (M€)	Paid by EU (**) (M€)	Paid by EU (**) (%)	% of project selection
European Regional Development Fund (ERDF)	10 757	1 099	10.2 %	49.4 %
Cohesion Fund (CF)	6 025	319	5.3 %	63.9 %
European Social Fund (ESF)	4 662	257	5.5 %	35.2 %
Youth Employment Initiative (YEI)	100	22	21.9 %	75.3 %
European Agricultural Rural Development Fund (EAFRD)	3 431	473	13.8 %	12.2 %
European Maritime and Fisheries Fund (EMFF)	39	2	5.3 %	not available
TOTAL	25 014	2 172	10.3 %	(*) 45.0 %
Source: Infoview (07/09/2017)				
(* excluding EMFF) (**) including advanced payments and recovered amounts)				

Programmi operativi

5 nazionali / settoriali

2 programmi territoriali

2 programmi per lo sviluppo rurale e per la pesca.

12 programmi ETC: 6 transfrontalieri, 2 trans-nazionali, 4 interregionali ,1 IPA transfrontaliero

PO: piano finanziario

Operational Programme	Financial Plan										
CCI Title	Union Support (€)	Total National Funding (€)	National Public Funding (€)	National Private Funding (€)	Total Funding (€)	Co-financing rate	Main Union Support (€)	Main National Counterpart (€)	Performance Reserve Union Support (€)	Perf. Res. Nat. Counterpart (€)	Perf. Res. (%)
Economic Development and Innovation Operational Programme	7733969530	1079225984	539442545	539783439	8813195514	87,75%	7275903201	1014999352	458066329	64226631,75	5,92%
Environmental and Energy Efficiency OP	3217105883	567726478	493114964	74611514	3784832361	85,00%	3012472582	531614604,4	204633301	36111873,62	6,36%
Integrated Transport OP	3331808225	587966163	587966163	0	3919774388	85,00%	3131899732	552688193,3	199908493	35277969,69	6,00%
Territorial and settlement development OP	3389963001	580912054	576450833	4461221	3970875055	85,37%	3186565224	546057331	203397777	34854723,03	6,00%
Competitive Central-Hungary OP	463703439	463703439	306083799	157619640	927406878	50,00%	435881233	435881233	27822206	27822206	6,00%
	18.136.550.078	3.279.534.118	2.503.058.304	776.475.814	21.416.084.196	84,69%	17.042.721.972	3.081.240.714	1.093.828.106	198.293.404	6,03%
	18.136.550.078	3.279.534.118	2.503.058.304	776.475.814	21.416.084.196	84,69%	17.042.721.972	3.081.240.714	1.093.828.106	198.293.404	6,03%

Programmi operativi

Ungheria centrale competitiva : garantire lo sviluppo della Regione dell'Ungheria centrale e migliorare ulteriormente la sua competitività, diminuendo simultaneamente le disparità socioeconomiche all'interno della regione

Fondo europeo di sviluppo regionale(FESR): 257,829,746.00 €

Fondo sociale europeo(FSE): 205,873,693.00 €

Contributo dell'UE : 463,703,439.00 €

Dotazione totale finanziaria PO: 927,406,878.00 €

Sviluppo territoriale: sostenere lo sviluppo economico regionale e decentrato e un aumento dell'occupazione basato sulle risorse locali

FESR: 2,978,058,248.00 €

FSE: 411,904,753.00 €

Programmi Operativi

Sviluppo economico e innovazione : le economie delle regioni meno sviluppate in Ungheria, la competitività delle piccole e medie imprese, la ricerca e l'innovazione e l'occupazione

FESR: 5,899,139,974.00 €

FSE: 1,735,298,844.00 €

Contributo dell'UE : 7,733,969,530.00 €

Dotazione finanziaria totale PO: 8,813,195,514.00 €

Sviluppo della Amministrazione Pubblica :

Dotazione finanziaria totale PO: 935,138,140.00 €

Contributo dell'UE : 794,773,905.00 €

Sviluppo RU:

Dotazione Finanziaria totale PO: 3,069,636,241.00 €

Contributo dell'UE : 2,612,789,000.00 €



PO Trasporto Integrato (ITOP): Scopo

- comprende i principali investimenti in infrastrutture di trasporto - sviluppando ulteriormente le autostrade e le ferrovie in tutto il paese
- diverse stazioni da aggiornare (Békéscsaba, Székesfehérvár, Szombathely)
- il trasporto urbano sarà ulteriormente sviluppato sia a che intorno a Budapest
- altre grandi città beneficeranno anche degli investimenti nel trasporto urbano e gli sviluppi dei treni leggeri collegheranno insieme le città del paese

ITOP: Priorità dei finanziamenti

Il programma si concentrerà su quattro priorità principali:

1. Migliorare l'**accessibilità stradale internazionale**
2. Migliorare l'**accessibilità ferroviaria internazionale**
3. Sviluppare un **trasporto sostenibile urbano** e suburbano
4. Migliorare l'**accesso alla rete stradale TEN-T**

PO Trasporto Integrato

Il Fondo di coesione (FC): 2,700,708,949.00 €

**il Fondo europeo di sviluppo regionale (FESR):
631,099,276.00 €**

Contributo dell'UE : 3,331,808,225.00 €

Dotazione finanziaria totale PO: 3,919,774,388.00 €

ITOP: Piano finanziario

PAx Cd	Fund	Union Support (€)	Total National Funding (€)	National Public Funding (€)	Total Funding (€)	Co-financing rate	Main Union Support (€)	Main National Counterpart (€)	Performance Reserve Union Support (€)	Perf. Res. Nat. Counterpart (€)	Perf. Res. (%)
1	CF	863.122.401	152.315.718	152.315.718	1.015.438.119	85%	802.703.833	141.653.618	60.418.568	10.662.100	7,00%
2	CF	1.259.035.159	222.182.677	222.182.677	1.481.217.836	85%	1.192.124.273	210.374.873	66.910.886	11.807.804	5,31%
3	CF	578.551.389	102.097.304	102.097.304	680.648.693	85%	543.838.306	95.971.466	34.713.083	6.125.838	6,00%
Total	CF	2.700.708.949	476.595.699	476.595.699	3.177.304.648	85%	2.538.666.412	447.999.957	162.042.537	28.595.742	6,00%
3	ERDF	327.625.419	57.816.252	57.816.252	385.441.671	85%	307.967.894	54.347.277	19.657.525	3.468.975	6,00%
4	ERDF	303.473.857	53.554.212	53.554.212	357.028.069	85%	285.265.426	50.340.959	18.208.431	3.213.253	6,00%
Total	ERDF	631.099.276	111.370.464	111.370.464	742.469.740	85%	593.233.320	104.688.236	37.865.956	6.682.228	6,00%
		3.331.808.225	587.966.163	587.966.163	3.919.774.388	85%	3.131.899.732	552.688.193	199.908.493	35.277.970	6,00%

ITOP: Impatti attesi

- Circa 240 km di strade da costruire per raggiungere i confini
- Migliorare i tempi di percorrenza sulle ferrovie e 280 km di linea ferroviaria sarà aggiornato
- Diminuire gli incidenti di navigazione sul Danubio dall'attuale annuale di 75
- Trasporti pubblici diventeranno un'alternativa più attraente con più di 132 km di metro, tram e linee ferroviarie locali da costruire o aggiornare

Grande progetti ITOP e EEEOP

Title of planned major project	Operational Programme - priority axis
Procurement of high capacity electric multiple units for MÁV	ITOP - 1
Upgrading railway line between Püspökladány and Debrecen, deploying ETCS2 between Szajol and Debrecen	ITOP - 2
Upgrading railway line between Szántód-Kőröshegy and Balatonszentgyörgy	ITOP - 2
Eliminating bottleneck and electrification of railway line Szabadbattyán-Tapolca-Keszthely and central transport management system around lake Balaton (1st phase)	ITOP - 2
Upgrading metro line M3	ITOP - 3
Electrification of railway line between Rákosrendező and Esztergom, upgrading safety equipment	ITOP - 3
Budapest Sewage Sludge/HUHA II.	EEEOP - 2
Water level rehabilitation of the Mosoni Danube river mouth section	EEEOP - 1
Tisza Flood Plain (IVP Middel-Tisza between Szolnok railway bridge and Kisköre)	EEEOP - 1
Budapest Drinking Water Project	EEEOP - 2
Tisza-Túr flood reservoir (IVP Upper-Tisza flood protection system)	EEEOP - 1

Grande progetti ITOP e EEEOP

Title of planned major project	Operational Programme - priority axis
Construction of M30 expressway between Miskolc and Tornynosnémeti, country border	ITOP - 1
Section of the main road no. 8 between Székesfehérvár and Veszprém (phased project)	ITOP - 1
Construction of M35 motorway between main road No. 4. and Berettyóújfalu	ITOP - 1
Construction of M4 motorway between Berettyóújfalu and Nagykereki (country border)	ITOP - 1
Upgrading M2 expressway between Budapest and Vác	ITOP - 1
Construction of M6 motorway between Bóly and Ivándárda, country border	ITOP - 1
Construction of M8 motor road between Körmend-Rábafüzes, country border	ITOP - 1
Upgrading main road No. 83. between Pápa and M1 motorway	ITOP - 4

PO Ambiente e efficienza energetica (EEEOP) – Lo Scopo

- sostenere la crescita sostenibile in tutta l'Ungheria contribuisce a conseguire gli obiettivi di Europa 2020 per una crescita intelligente, sostenibile e inclusiva
- migliorare la protezione dalle inondazioni
- fornire migliori servizi di gestione dei rifiuti e delle acque reflue
- acqua potabile di buona qualità a più residenti
- aiutare a proteggere gli habitat naturali e le specie
- dovrebbe migliorare l'efficienza energetica e l'utilizzo di fonti di energia rinnovabili

EEEOP: Priorità dei finanziamenti

1. Adattamento agli **impatti del cambiamento climatico**
2. Sviluppo dell'**acqua**, smaltimento e pulizia delle acque reflue, gestione delle acque reflue
3. La gestione dei **rifiuti** e gli sviluppi relativi alla bonifica ambientale
4. Protezione della **natura** e degli sviluppi relativi alla protezione della fauna selvatica
5. Promuovere l'**efficienza energetica** e l'utilizzo di fonti energetiche rinnovabili

EEEOP

il Fondo di coesione (FC): 3,131,268,934 €

il Fondo europeo di sviluppo regionale (FESR): 85,836,949 €

Contributo dell'UE: 3,217,105,883 €

Dotazione finanziaria totale PO: 3,784,832,361 €

EEEOP: piano finanziario

PAx Cd	Fund	Union Support (€)	Total National Funding (€)	National Public Funding (€)	National Private Funding (€)	Total Funding (€)	Co-financing rate	Main Union Support (€)	Main National Counterpart (€)	Performance Reserve Union Support (€)	Perf. Res. Nat. Counterpart (€)	Perf. Res. (%)
1	CF	888.196.395	156.740.541	156.740.541	0	1.044.936.936	85%	831.612.255	146.755.104	56.584.140	9.985.437	6,37%
2	CF	1.057.302.287	186.582.757	186.582.757	0	1.243.885.044	85%	989.944.955	174.696.169	67.357.332	11.886.588	6,37%
3	CF	340.173.100	60.030.548	60.030.548	0	400.203.648	85%	318.501.765	56.206.195	21.671.335	3.824.353	6,37%
5	CF	845.597.152	149.223.028	74.611.514	74.611.514	994.820.180	85%	791.726.875	139.716.508	53.870.277	9.506.520	6,37%
Total	CF	3.131.268.934	552.576.874	477.965.360	74.611.514	3.683.845.808	85%	2.931.785.850	517.373.977	199.483.084	35.202.897	6,37%
4	ERDF	85.836.949	15.149.604	15.149.604	0	100.986.553	85%	80.686.732	14.240.628	5.150.217	908.976	6,00%
Total	ERDF	85.836.949	15.149.604	15.149.604	0	100.986.553	85%	80.686.732	14.240.628	5.150.217	908.976	6,00%
		3.217.105.883	567.726.478	493.114.964	74.611.514	3.784.832.361	85%	3.012.472.582	531.614.604	204.633.301	36.111.874	6,36%

Risorse idropotabili, raccolta e trattamento delle acque reflue

Obiettivi nazionali specifici	Fondi disponibili(mil EUR)
1. Migliorare la qualità dell'acqua potabile per soddisfare i valori limite UE e nazionali	182
2. Sviluppo della raccolta e del trattamento delle acque reflue	865
3. Investimenti necessari per il recupero di fanghi di depurazione	196
Total:	1,243

Attività elegibili

- Tecnologie di trattamento delle acque potabili;
- Iniziare con una diversa base d'acqua;
- Creazione di sistemi regionali;
- Collegamento di parti non servite di aree alla rete di acqua potabile;
- Pulizia di reti, aggiornamento di pozzi, pozzi di riserva;
- Ricostruzione della rete (max. 20%).

EEEOP: Grande progetti - esempi

Major project	Amount
Water level rehabilitation of the Mosoni-Duna river mouth (EEEOP 1.3.0)	63,3 M Euro 19.300.000.000 Ft
IVP Building the Upper-Tisza flood control system, Tisza-Túr reservoir (KEHOP-1.4.0)	89,3 M Euro 27.210.000.000 Ft
IVP Construction of flood reducing reservoirs in the mid-Tisza region (EEEOP 1.4.0)	97,9 M Euro 29.860.000.000 Ft
Tisza Floodplain : Improving conveyance capacity of the high water river bed between Szolnok and Kiskore (EEEOP 1.4.0)	52,78 M Euro 16.100.000.000 Ft

Grazie per l'attenzione

Agenzia ICE Bruxelles Missione ANCE Bruxelles 21.9.2017

Bruxelles, 19 settembre 2017

Andrea Maccanico, Vice – Direttore, Agenzia ICE Bruxelles



Chi siamo



Il partner per le Imprese italiane nel mondo



Mission ITA



Lavora a fianco delle aziende italiane per garantire loro il più ampio successo sui mercati internazionali e incoraggia le imprese estere a guardare all'Italia come un affidabile partner globale

LA NOSTRA MISSIONE

Promuovere l'**internazionalizzazione**, gli **scambi** e l'**immagine** del prodotto italiano nel mondo, in stretto raccordo con le imprese e tutti gli altri soggetti che operano sui mercati internazionali.

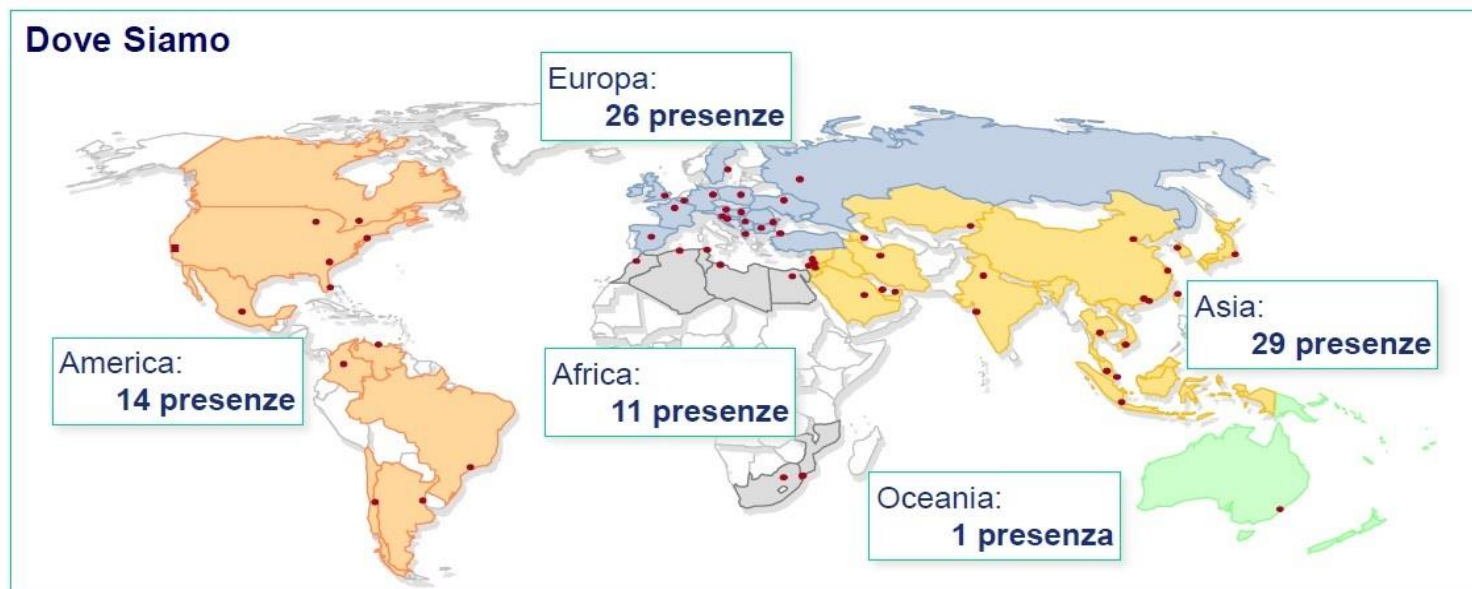
Al tuo fianco per aiutarti a competere sui mercati globali

Network

Il network dell'Agenzia ICE conta ben 65 Uffici e 16 Punti di Corrispondenza in 67 Paesi nel mondo

I nostri esperti di marketing possono rispondere alle esigenze delle imprese, fornire una consulenza personalizzata, servizi integrati ad alto valore aggiunto, suggerire i mercati più dinamici e le azioni da intraprendere per competere nel mondo.

Dove Siamo



*L'elenco e i contatti dei nostri Uffici all'estero sono reperibili al link:
www.ice.gov.it/paesi/index.htm*



Attività





Mission ICE Bruxelles



Internazionalizzazione

- Supporto all'internazionalizzazione delle imprese italiane nei mercati del BeNeLux
- Attrazione degli Investimenti Diretti Esteri in Italia da operatori del BeNeLux

Affari Europei

- Favorire la partecipazione delle imprese italiane a:
 - 1) Programmi intra-europei tematici (competitività, innovazione, ambiente, fondi strutturali, ecc.)
 - 2) Programmi di azione esterna su materie di internazionalizzazione e cooperazione (IPA, ENI, DCI, EDF, PI)
 - 3) Gare d'appalto UE per forniture, lavori e servizi europee ed internazionali
 - 4) Gare UE per internazionalizzazione e assistenza tecnica
- Desk Progetti UE - Partecipazione ITA alle gare EU e rapporti con le Istituzioni UE

Informazioni in un click

I servizi per l'Informazione



Il portale **www.ice.gov.it** rappresenta il primo canale di accesso informativo per le imprese. Consultabile per rubriche, è in grado di fornire **direttamente e gratuitamente** una serie di servizi on-line indispensabili per un primo approccio ai mercati e ai settori di riferimento.

www.italtrade.com è il portale dell'ICE dedicato agli operatori esteri che cercano controparti italiane. La banca dati della **Made in Italy Business Directory** ha raggiunto oltre 55.000 nominativi di imprese italiane e 6.500 vetrine virtuali.





Affari europei



1. Scouting
2. Informazione
3. Promozione
4. Formazione
5. Assistenza e Consulenza
6. Progettazione e Partecipazione a Gare



Scouting



L'ufficio di Bruxelles partecipa ai principali momenti di incontro e confronto sulle tematiche europee organizzate dalla CE, dal Sistema Italia e dalle altre TPO europee.

- ❖ Studio dei regolamenti dei programmi europei e delle strategie UE
- ❖ Monitoraggio di gare (tender notices) e inviti a presentare proposte (call for proposals)
- ❖ Networking and partnership con CE, suoi partners/agenzie, TPO e società di consulenza
- ❖ Partecipazione a riunioni istituzionali, comitati Info days, presentations, workshops, conferenze sui vari programmi UE

Informazione

Su strategie, politiche, programmi, opportunità di finanziamento, gare ed inviti a presentare proposte



Superficie: 4.376.780 kmq
Popolazione: 494.296.878

Lingue: bulgaro, ceco, danese, estone, finlandese, francese, greco, inglese, irlandese, italiano, lettone, lituano, maltese, olandese, polacco, portoghese, slovacco, sloveno, spagnolo, svedese, tedesco, ungherese, romeno

I Paesi membri dell'UE sono: Austria, Belgio, Bulgaria, Cipro, Croazia, Danimarca, Estonia, Finlandia, Francia, Germania, Grecia, Irlanda, Italia, Lettonia, Lituania, Lussemburgo, Malta, Paesi Bassi, Polonia, Portogallo, Regno Unito, Repubblica Ceca, Romania, Slovacchia, Slovenia, Spagna, Svezia, Ungheria.
Unità Monetaria: Euro

I servizi di assistenza e informazione sull'Unione Europea vanno richiesti all'ufficio di Bruxelles

OPPORTUNITÀ PER TE

La consultazione delle banche dati è gratuita e riservata agli utenti registrati.

> Gare

> Finanziamenti Internazionali

> Anteprima grandi progetti

PROGRAMMI EUROPEI

Opportunità dall'Europa

Ufficio ICE di Bruxelles



La nuova Newsletter

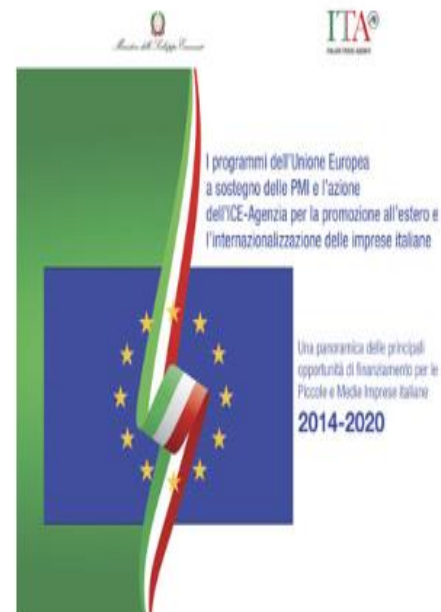
I programmi dell'Unione Europea a sostegno delle PMI e l'azione dell'ICE-Agenzia per la promozione all'estero e l'internazionalizzazione delle imprese italiane



Newsletter e brochure UE



I programmi dell'Unione Europea a sostegno delle PMI e l'azione dell'ICE-Agenzia per la promozione all'estero e l'internazionalizzazione delle imprese italiane



Progettazione e gare europee

- Monitoraggio delle calls for tenders and calls for proposals di interesse per le imprese italiane e per ICE Agenzia;
- Assistenza agli Uffici della Sede nell'individuazione delle opportunità e dei partner maggiormente qualificati e/o meglio posizionati;
- Networking e relazioni coi partner dei consorzi partecipati;
- Attività di backstopping e coordinamento, sia nella fase di preparazione delle Offerte Tecniche, che in fase di implementazione dei progetti;
- Preparazione di documenti amministrativi per partecipare alle gare;
- Selezione e gestione di esperti interni ed esterni

Progetto Europa 2014-2015

I risultati

**Aggiudicazione “European and Latin America Business Services and Innovation Network (ELAN) - Componente 1 TA”
EuropeAid/135753/DH/SER/Multi, valore € 5.262.040;**

**Aggiudicazione Progetto “Assistência Técnica ao Ministério do Comércio” - EuropeAid 136709 /IH/SER/AO, Angola, valore
€5.498.140.**



Il Progetto ELAN



ELAN

European and Latin American
Business Services and Innovation Network

• L'ICE, come parte di un consorzio, si è aggiudicato il progetto ELAN per una durata di 36 mesi, relativamente alla componente 1.



ELAN

European and Latin American
Business Services

• Componente 1 "Business Services": l'obiettivo è fornire informazioni aggiornate e esaustive su "come fare business" alle PMI europee interessate ad accedere al mercato dell'America Latina.



ELAN

European and Latin American
Technology based Business Network

• Componente 2 "Technology based business network": promuovere la collaborazione e lo sviluppo di opportunità di business tra l'America Latina e l'Europa basate su tecnologie avanzate portate avanti da Istituti di ricerca e innovazione.

• E' in corso la fase di implementazione del progetto insieme all'ufficio di Roma e gli uffici locali in America Latina.

L'UE per l'industria delle costruzioni

Alcune pubblicazioni della Commissione europea (nel materiale informativo che abbiamo fornito sono reperibili tutti i link alle informazioni che indichiamo di seguito)

DG GROW ha pubblicato nel 2016 una brochure sul settore disponibile sul sito istituzionale, che ne ripercorre lo stato attuale e ne analizza le prospettive future

E' disponibile anche il Rapporto sulla Conferenza di settore UE del 6 luglio 2017 "Let's Build Changes!", molto importante per comprendere al meglio l'evoluzione del settore e le opportunità che potranno derivare dalle linee d'indirizzo politiche dell'UE

L'accento viene posto sui temi della sostenibilità e dell'innovazione con il progresso tecnologico che giuoca un ruolo centrale per l'evoluzione del settore



Gli approfondimenti



Abbiamo preparato delle schede paese contenenti le indicazioni più rilevanti per il Vostro settore nei vari Paesi d'interesse che ANCE ci ha indicato

Abbiamo cercato di coprire gli aspetti più rilevanti, ma bisogna considerare che ci sono notevoli cambiamenti ed evoluzioni che potranno determinare nuove opportunità, per questo resta fondamentale il monitoraggio costante della situazione in tutti quei Paesi ove intravedete opportunità

Non esitate a richiedere approfondimenti per i vostri settori e per ulteriori Paesi d'interesse per i quali non troverete tutte le informazioni che cercavate, saremo felici di darvi un riscontro nel più breve tempo possibile

Iniziative ICE d'interesse

L'ICE ha attivato da diversi anni dei **Desk dedicati al monitoraggio dei fondi strutturali in quei Paesi dell'Europa Centro-orientale** ove sono previsti i **maggiori interventi finanziari da parte dell'UE**

Attualmente sono in funzione I desk di **Bucarest, Zagabria, Budapest e Sofia** e consigliamo agli interessati di contattarli per essere inseriti nelle **mailing list** che riguardano **le newsletter** che pubblicano a cadenza mensile

Il **12 ottobre 2017** si terrà il **Business Forum** tra **Italia e Ungheria**. L'iniziativa si svolgerà a Milano presso il Palazzo delle Stelline, ma la scadenza per le iscrizioni è stabilita per domani 22 settembre. Se interessati, provvedete ad iscrivervi dal seguente link
<https://sites.google.com/a/ice.it/italy-hungary-business-forum/home>

Grazie per la Vostra attenzione!

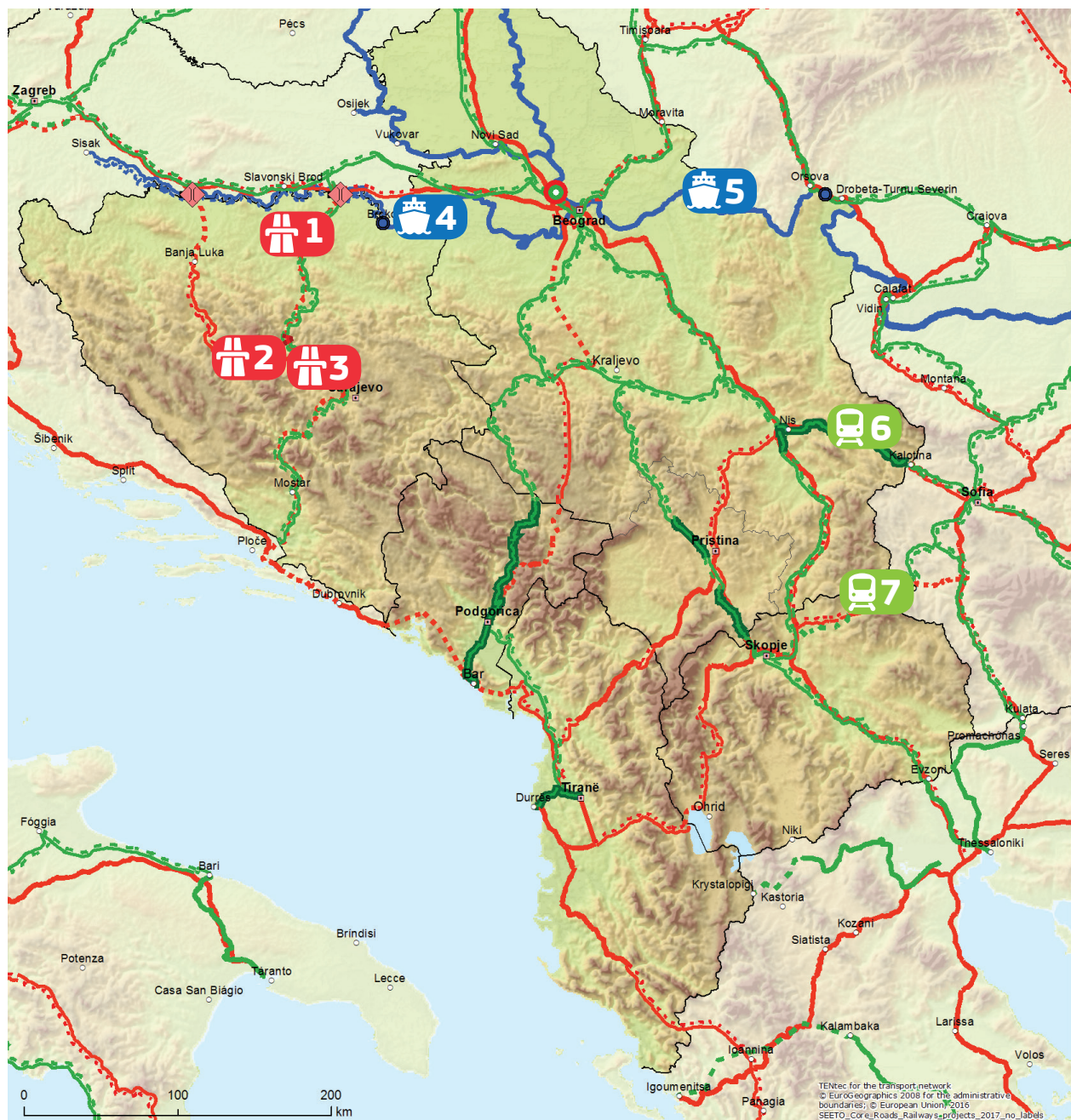


Andrea Maccanico

Vice- Direttore Agenzia ICE Bruxelles

EU FINANCIAL SUPPORT IN WESTERN BALKANS TRANSPORT PROJECTS

CONNECTING EUROPE AND BEYOND



ROAD	CONVENTIONAL RAIL	INLAND WATERWAYS	CONNECTIVITY PROJECTS	
			 Completed	 Bridge
			 To be upgraded	 Intermodal Terminal
			 Planned	 Waterway Interconnection
				 Rail Interconnection

EU FINANCIAL SUPPORT IN WESTERN BALKANS TRANSPORT PROJECTS

CONNECTING EUROPE AND BEYOND

2014 - 2017 INVESTMENT PROJECTS IN WESTERN BALKANS



€1 Grant
=
€3 Investments



€333 mil. resulted in
€934 mil. in investments

Road connection: Mediterranean Corridor

Where: Bosnia and Herzegovina

Investments: €80.7 million

EU Grant: €15.3 million



Road connection: Mediterranean Corridor

Where: Bosnia and Herzegovina

Investments: €66.9 million

EU Grant: €11.8 million



Inland Waterway connection: Rhine / Danube Corridor

Where: Bosnia and Herzegovina – Brčko Port

Investments: €10.1 million

EU Grant: €3.1 million



Rail connection: Orient/East-Med Corridor

Where: Serbia

Investments: €56.4 million

EU Grant: €28.4 million



Inland Waterway connection: Rehabilitation of Djardap navigation

Where: lock on the Danube

Investments: €25 million

EU Grant: €11,4 million



Rail connection: Orient/East-Med Corridor

Where: the former Yugoslav Republic of Macedonia

Investments: €152.3 million

EU Grant: €70 million



Road connection: Mediterranean Corridor

Where: Bosnia and Herzegovina

Investments: €83.9 million

EU Grant: €15.9 million





Workshop on the Construction Industry in the UK

Old Truman Brewery, London

22nd September 2017

15:30 – 17:30



WORKSHOP

The aim of the workshop is to provide to the members of ANCE an overview of the Construction Industry and the state of the art of the sector in the UK with a special focus on the Contract procedure.

Agenda:

15:30: Registration

15:45: Welcome Speech by ITA & ANCE

16:00: First Presentation: Paola Boffo,

"The state of art of the industry in the UK: The view and experience of the Architect"

16:20: Second Presentation: John Munro

"Converting the Client's Design into a successful Project in the UK Delivery Environment"

16:40: Third presentation: Claudio Di Via and Nathan Hayes

"Analysing the key factors affecting the UK Construction market: Challenges, drivers and opportunities"

17:00: Q&A

17:30: Closing

Speakers



Paola Boffo

With more than 20 years of experience, Paola is an Architect, Specification Consultant and Researcher. Paola is an Associate at AECOM's London office and is responsible for the management of the Specification Consulting Team and the delivery of specifications for National and International Architectural Clients. Due to her extensive experience as an Architect, Paola has in-depth, first-hand knowledge of all the work stages of the project. Paola also works independently as Architect delivering a vast range of project types and sizes. Her interest, in finding bespoke solutions and suitable working methods to adopt with each client, has brought her to build an incredible portfolio of projects and cover many roles, including those of Client Advisor, Technical Advisor and Local Architect. In the past, Paola has been involved with RIBA as a Nation & Regions Council Member and Chair of the London Region.



John Munro

Over the last 25 years John has worked in the UK, Ireland and Poland as an Architect and Design Manager for Design firms, Main Contractors and Investors - typically at the early stages of Design or, in Delivery of Projects, from Bid Stage through to Handover. Through a wide variety of Projects and Procurement strategies, his experience spans most forms of contract (NEC, JCT, FIDIC etc) and a wide range of investment types from renovation of listed buildings, education, leisure and commercial developments to, currently, Aviation. Previous roles and clients include, as either Architect or Design Manager, GEC, ABB, Foster & Partners, the Houses of Parliament, Royal College of Art, Balfour Beatty, CFE Doumez, Christian Dior and others. He currently acts as Consultant to Wates (Construction) and Omega Air.



Claudio Di Via

Global key account manager at Timetric: Claudio Di Via is currently a global key account manager at Timetric's Construction Intelligence Centre.

His role is to consult leading clients headquartered in Europe in their internalization process.

He studied International business and Market Economics at the Cattolica del Sacro Cuore University in Milan.



Nathan Hayes

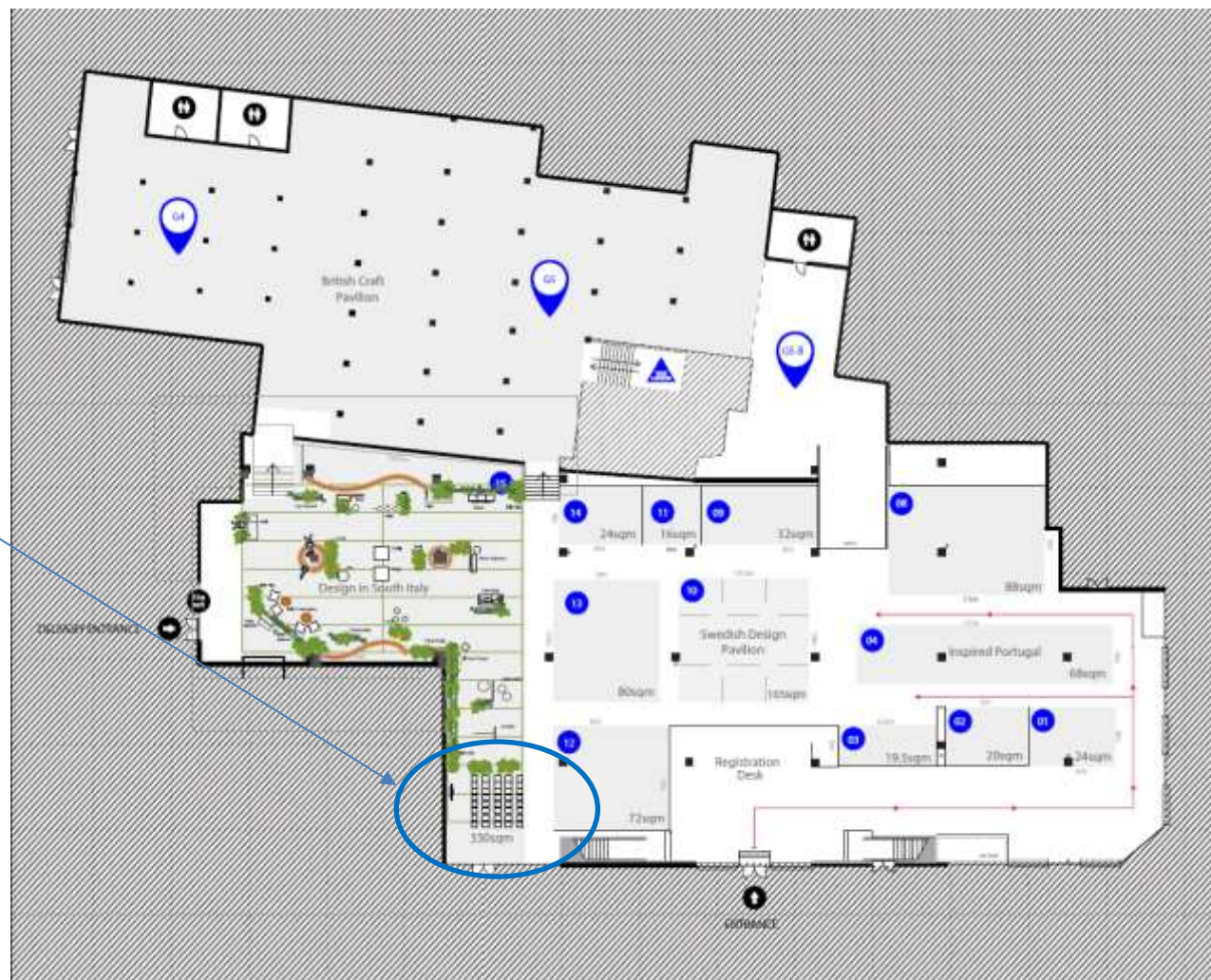
Economist at timetric: Nathan Hayes is currently an Economist at Timetric's Construction Intelligence Centre.

In this role he writes regular updates on the global construction sector, analysing policy and market developments.

He Holds a BSc in Economics and Politics from the University of Southampton and MSc in Political Economy of Late Development from the London School of Economics and Political Science.

Floorplan

Workshop Room



For Info and enquiries:

ITA, London Office

Matteo Carcascio – Trade Analyst and Business Developer

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