

EUROPEAN BANK FOR RECONSTRUCTION AND DEVELOPMENT:
NOVEMBER 2004 PROJECT PIPELINE UPDATE

International copyright U.S. & Foreign Commercial Service and U.S. Department of State, 2004. All rights reserved outside of the United States.

This report was last updated on **3 November 2004**. The information contained on this report will reflect the status of each project and new project entries.

Table of Contents:

- I Introduction and Guide to EBRD's Project Pipeline
- II Projects for Board Consideration:
- III Additional Information and Assistance
 - a. U.S. Commercial Service Liaison to the EBRD
 - b. BISNIS
 - c. CEEBIC

I. INTRODUCTION AND GUIDE TO EBRD'S PROJECT PIPELINE:

Project finance is the EBRD's core business. The EBRD has committed more than €22.7 billion (about \$29billion) to both private and state sector projects. All projects provide a number of procurement opportunities. U.S. companies can access information about EBRD's projects through the EBRD's website www.ebrd.com/oppor/procure/opps/index.htm.

The interval between identification of a project and its approval varies in every case. Each entry in the Project Pipeline identifies the status of a particular project in the project cycle.

After loans are approved, entries are dropped from the Project Pipeline and appear on the Projects Approved page of the EBRD's website.

We would like to draw U.S. companies' attention to state sector projects. In that they are followed with international tendering processes, whereas procurement under private sector projects are completed by the EBRD's client. In which case it would be important to contact the EBRD's client directly.

Inclusion of a project in the Bank's Project Pipeline does not imply any commitment on the part of the Bank to finance the project.

New projects, which appear in the Project Pipeline for the first time, are indicated by the abbreviation (N) before the project name. For additional information on any of these projects, interested parties are requested to contact the executing agencies directly and NOT the European Bank.

II. PROJECTS SCHEDULED FOR BOARD CONSIDERATION:

	Project name	Country	Date disclosed
A	Azov	Russia	29 Oct 2004
B	Achinebuli	Georgia	29 Oct 2004
C	Detsky Mir Flagship Store	Russia	29 Oct 2004
D	Banca Transilvania - Syndicated Loan	Romania	28 Oct 2004
E	Uralkali II	Russia	27 Oct 2004
F	Hermitage Grand Hotel	Bulgaria	26 Oct 2004
G	International Moscow Bank Capital Increase	Russia	25 Oct 2004
H	Getro II	Croatia	25 Oct 2004
I	OAO Togliattiazot - Ammonia Revamp	Russia	21 Oct 2004
J	BTA Ipoteka - Mortgage Loan II	Kazakhstan	19 Oct 2004
K	Ulker Kazakhstan	Kazakhstan	15 Oct 2004
L	Ulker Romania	Romania	15 Oct 2004
M	Burgas Water Company	Bulgaria	14 Oct 2004
N	Raiffeisen International	Regional	8 Oct 2004
O	Banc Post Mortgage Loan II	Romania	8 Oct 2004
P	Project Vltava	Czech Republic	8 Oct 2004
Q	Belarus SME/MSE Framework	Belarus	8 Oct 2004
R	Gdansk Water Infrastructure Company	Poland	7 Oct 2004

A

Project name: Azov
Country: Russia
Project number: 34796
Business sector: General manufacturing
State/Private: Private sector

Environmental category: B

Board date: 7 December 2004

Status: Passed structure review,
Pending final review

Date PSD disclosed: 29 October 2004

Date PSD updated:

**Project description
and objectives:**

The € 20 million loan will finance engineering works and purchase of auxiliary equipment for the construction of a new tyre workshop in Voronezh common capital expenditure needs of the tyre production plants and distribution facilities, and working capital needs arising from the expansion of Amtel's activities in Russia.

Transition impact:

Amtel is a leading independent Russian tyre manufacturer producing good quality medium priced tyres for the CIS markets. Amtel aims to achieve higher added value in the tyre sector with a focus on quality and efficient distribution. The transaction will contribute to the strengthening of competition in the industry. Amtel is expected to set new benchmarks in production quality and efficiency among local producers and contribute to better corporate governance in the sector.

The client:

Amtel is a major CIS tyre manufacturer operating four tyre plants and two component production facilities. The company produces a wide range of tyres for passenger cars, heavy and medium trucks bicycles and aeroplanes. Amtel pursues an active marketing strategy with its tyre brands Amtel Planet, Winbrand and Nordmaster. The Company's objective is to secure a strong position in the fast growing middle-range tyre market. This is being achieved through modernisation of existing and build up of new tyre production facilities on the basis of advanced technology and high standard quality controls. In the longer term, Amtel will seek opportunities for strategic partnerships for further expansion of its business.

Environmental impact:	Screened B/1. Independent environmental consultants have been commissioned to carry out an environmental audit and analysis on behalf of the Bank. The environmental due diligence will be based on, inter alia, findings of the Initial Environmental Examination of the Voronezh site, conducted by the Bank's environmental specialist in May 2004, which confirmed that there are unlikely to be any significant issues of non-compliance with the applicable national environmental, health and safety regulations. This environmental annex will be updated upon completion of the environmental due diligence process.
Technical cooperation:	None. For consultant opportunities for projects financed by technical cooperation funds, visit procurement of consultants .
Company contact:	Website: www.amteltyre.ru
Business opportunities:	For business opportunities or procurement, contact the client company.

B

Project name:	Achinebuli
Country:	Georgia
Project number:	35468
Business sector:	Agribusiness
State/Private:	Private sector
Environmental category:	C
Board date:	7 December 2004
Status:	Passed concept review, Pending final review
Date PSD disclosed:	29 October 2004
Date PSD updated:	
Project description and objectives:	The proposed project will support strengthening of the Company's competitive position on its various CIS markets and finance selective investments.

Transition impact:	The transition impact of the Project is expected to derive from continuous support to the upstream Georgian grape growing sector as well as strengthened linkages with the downstream Russian distribution sector expected to benefit from stronger marketing support and regional expansion of distribution. Transition impact may also derive from TC support with institutional component to be finalised.
The client:	Georgian Wines and Spirits Ltd (the Company) is one of the leading Georgian wines producer and a client of the Bank since 1999. The Company is owned for part by Pernod Ricard Group, the second leading European producer and distributor of alcoholic beverages and the 3rd largest world-wide by sales volume.
EBRD finance:	Medium-term corporate loan to the Company in an amount of up to US\$7.3m.
Total project cost:	US\$14.5 million
Environmental impact:	Screened C/0. An environmental audit of the Company was conducted in 1999 and the resulting Environmental Action Plan implemented. This included construction of a waste water treatment plant; obtaining licenses for water extraction; the introduction of regular monitoring of water quality and effluent; and improvements environmental management and housekeeping. The Company maintains they are in compliance with Georgian environmental, health and safety standards and regulations and have incurred no violations, fees or penalties. Going forward the Company will continue to comply with Georgian and applicable EU standards.
Technical cooperation:	While not key to project implementation, TC is being considered to support institutional reforms in the Georgian wine sector. For consultant opportunities for projects financed by technical cooperation funds, visit procurement of consultants .
Company contact:	Philippe Hébert, PR Europe, Tel: +33 1 44 11 76 20.
Business opportunities:	For business opportunities or procurement, contact the client company.

C

Project name:	Detsky Mir Flagship Store
Country:	Russia
Project number:	34332
Business sector:	Property
State/Private:	Private sector
Environmental category:	B
Board date:	30 November 2004
Status:	Passed structure review, Pending final review
Date PSD disclosed:	29 October 2004
Date PSD updated:	
Project description and objectives:	<p>The proposed project will provide financing for the redevelopment of a landmark retail site in the heart of Moscow housed by the Detsky Mir children's store, as well as various commercial entities. Over the course of its 50-year life the building has not been properly maintained and is currently in a very poor condition. The interior layout is also suboptimal resulting in a very low ratio of lettable to total space. The Project will help convert the site into a modern retail and family entertainment complex targeting the middle-class market.</p>
Transition impact:	<p>Providing financing to this project, the Bank is supporting corporate governance improvements, including introduction of the OECD Corporate Governance Code by both AFK Sistema and OAO Detsky Mir. This is the first time that a real estate project sponsored by Sistema is financed by international banks. To attract such a substantial loan for a record term for Russia of 10 years, the client committed to a thorough due diligence from the Bank and involved international consultants to advise on the market aspects, project costs, legal environment, etc. The interaction with top professionals from different sectors resulted in the transfer of knowledge and skills and understanding of the requirements of international banks for project financing. The project will increase competition in the Moscow</p>

retail property market by adding 79 thousand sqm shopping centre which creates approximately 39 thousand sqm of high quality rentable retail area. The Moscow retail real estate rent rates are among the highest in Europe, which slows down the growth of the retail industry and inflates the prices for the goods paid by end users. The shopping centre will target middle-class families market, while most of the stores in Moscow downtown are oriented towards high net worth customers.

The client: OAO Detsky Mir, a Russian company and the owner of the building will act as borrower under the project. AFK Sistema, one of the largest non-natural resources based Russian industrial groups, will act as sponsor contributing equity to finance the project.

EBRD finance: US\$ 90 million senior loan, including up to US\$ 50 million to be financed by EBRD and the rest to be syndicated to commercial banks under EBRD A / B loan structure.

Total project cost: US\$ 157 million, which includes the construction and construction related costs of approximately US\$ 100 million plus land lease, financing and consultancy costs.

Environmental impact: The project was screened B/0. The new conversion of Detsky Mir store into a landmark retail building in the central Moscow may involve some environmental, health and safety issues principally associated with previous use of the site, safety and energy efficiency of the building design and construction materials and potential impacts arising from the construction as well as environmental and safety consideration during the operation such as life and fire safety issues. Initial environmental due diligence did not indicate any significant environmental issues. Preventive and mitigation measures to be implemented by the Sponsor will include the following:

- a) All construction work and operation of the building will be conducted in accordance with Russian and EU environmental, health and safety standards and requirements;
- b) Public concerns related to the project will be addressed in accordance with Russian law and in line with the Bank's requirements;
- c) All conditions stipulated by the Russian regulatory requirements on environmental, health and safety matters applicable for the project will be complied

with;
d) Contractors will be obliged to take appropriate health and safety measures for the workers during the construction work;
e) Appropriate life and fire safety measures will be placed in the building; and
f) The Sponsor will be required to report the EBRD annually on environmental, health and safety matters.

Technical cooperation: None.
For consultant opportunities for projects financed by technical cooperation funds, visit [procurement of consultants](#).

Company contact: **Financial Issues**
Alexey Kaurov, kaurov@sistema.ru
Construction Issues
Andrew Zakrewsky, zakrewsky@sistema.ru

Business opportunities: For business opportunities or procurement, contact the client company.

D

Project name: Banca Transilvania -
Syndicated Loan

Country: Romania

Project number: 35505

Business sector: Financial Institutions: Bank
equity/Bank lending

State/Private: Private sector

Environmental category: FI

Board date: 30 November 2004

Status: Passed concept review,
Pending final review

Date PSD disclosed: 28 October 2004
Date PSD updated:

Project description and objectives: Senior syndicated loan of up to € 22.5 million with an A/B structure, B loan to be syndicated. The A/B loan has a maturity of 5-7 years and is among the first syndicated loan arranged in Romania for a private bank.

The main objective of the project is to complement the growth of the retail deposit base to achieve diversification of the funding base and provide support for the expected growth of BT's lending operations (mainly SMEs, corporate and retail).

Transition impact:

The transition impact of this project stems from the following:

- (i) The syndication will allow Banca Transilvania to extend medium and long term finance to Romanian SMEs, corporate and retail individuals that are located throughout the country.
- (ii) This syndication will provide one of the important players in the local market with a new source of finance through access to international funding sources from western commercial banks.
- (iii) A successful syndication will have a strong demonstration effect in the Romanian banking sector, as well further familiarising Western banks with funding opportunities in Romania.

The client:

Banca Transilvania (BT) is a commercial bank operating through more than 100 branches all over the country with the headquarters in Transilvania (Cluj). BT is a medium-size bank, with a 2.6% share of total banking assets, total assets of € 454.8 million, total equity of € 55.4 million and net profit of € 5.1 million (IAS format, unaudited) as of end-June 2004. After the last share capital increase in August 2004, total equity amounts to € 67.5 million. EBRD is the largest shareholder of BT holding 15% of shares and voting rights, other shareholders include SIF Banat-Crisana (4.99%), SIF Oltenia (4.99%), Mr. Horia Ciorcila (4.99%) and other shareholders with less than 5% shareholding (in total 70.03%)

EBRD finance:

Senior syndicated debt in the aggregate amount of up to € 22.5 million under an A/B loan structure consisting of the following:

- A Loan of € 7.5 million;
- B Loan of € 15 million to be syndicated.

Total project cost:

€22.5 million.

Environmental impact:

The environmental risk associated with the operation and the potential portfolio is low. BT is managing environment-related reputation and financial risks through the implementation of EBRD Environmental Procedures for local banks, adopted as a condition of

EBRD's equity investment in 2001. Project monitoring has shown that BT's performance has been satisfactory and the bank is required to continue to apply EBRD's environmental procedures, which were amended with the new requirements imposed by the 2003 Environmental Policy, across its operations. In implementing these new procedures, BT will assess the operations it supports to ensure they comply, at a minimum, with local and national health, safety, environmental and public consultation requirements.

Technical cooperation:

None.
For consultant opportunities for projects financed by technical cooperation funds, visit [procurement of consultants](#).

Company contact:

Mr. Robert Rekkers CEO,
Banca Transilvania SA
Cluj-Napoca, Romania
Phone: +40 264 40 71 50
Fax: +40 264 40 71 79

E-mail: robert.rekkers@bancatransilvania.ro

Business opportunities: For business opportunities or procurement, contact the client company.

E

Project name: Uralkali II
Country: Russia
Project number: 35660
Business sector: General manufacturing
State/Private: Private sector
Environmental category: C
Board date: 30 November 2004
Status: Passed concept review,
Pending final review
Date PSD disclosed: 27 October 2004
Date PSD updated: 28 October 2004

Project description and objectives: The proposed project consists of an increase of the corporate loan to OAO Uralkaly, a potassium salt

producer located in the city of Berezniki, Perm Region, in the Urals.

The additional funding will be provided to Uralkaly to continue further development of the Baltic Bulk Terminal (BBT) and increase the efficiency of its operations. The project will allow Uralkaly to enhance reliability of its export oriented logistical chain and improve efficiency of operations at the terminal.

Transition impact:

The transition impact potential derives from the demonstration effects associated with the continued restructuring process of the Company and setting up good corporate governance standards and business procedures at the Baltic Bulk Terminal. Uralkaly provides a good example of the practical implementation of the Corporate Governance Code. It has demonstrated transparent organisational structure, financial soundness, and dedication to further developing and maintaining corporate ethics.

The client:

Open joint stock company Uralkaly is Russia's largest potassium salt (fertiliser) producer (4.4 million tons in 2003). It contributed an estimated 11% of the world's potash production. The Company's other products are magnesium sulphate (karnalite) and table salt. More than 85% of the Uralkaly's output is exported. The Baltic Bulk Terminal is a joint venture project between Uralkaly and Saint Petersburg Sea Port built in 2001 to tranship and store up to 5.5 million tons of mineral fertilisers to international markets.

EBRD finance:

A 4 years senior corporate loan in the amount of up to \$65 million. The Bank aims to syndicate up to \$20 million to commercial banks.

Total project cost:

\$65 million (€54 million).

Environmental impact:

Uralkaly is an existing client of EBRD. A 7-year senior corporate loan in an amount of up to \$75 million was granted in December 2003 for equipment modernisation, purchase of rolling stock and construction of its own power plant at its potassium salt production plant, which is located in the city of Berezniki, Perm Region, in the Urals. That project was screened B/1. Environmental due diligence on that existing loan revealed various environmental issues and an Environmental Action Plan is being implemented. Environmental issues associated with Uralkaly operations at Berezniki are related to air emissions, effluent control and water management, disposal of tailings and site reclamation. Part of the

investments financed by the first EBRD loan to Uralkaly will result in reduction in fuel use and associated emissions. Uralkaly has obtained ISO 14,001 certification of its Environmental Management System in September 2003.

In the frame of this second project EBRD will provide another corporate loan for Uralkaly to further develop the Baltic Bulk Terminal, a modern port terminal near St Petersburg for Uralkaly's exports. It has been classified as C/1 requiring an environmental audit of the port facilities in order to review whether the new terminal is in line with best international practice in environmental, health and safety management, and is being carried out by an independent environmental consultant. In November an independent Environmental Audit will be conducted of the production facilities of Uralkaly at Berezniki. Once these studies are completed, an updated PSD Annex will be made available.

Technical cooperation:

None.
For consultant opportunities for projects financed by technical cooperation funds, visit [procurement of consultants](#).

Company contact:

Website: <http://www.uralkaly.ru/>

Business opportunities:

For business opportunities or procurement, contact the client company.

F

Project name: Hermitage Grand Hotel

Country: Bulgaria

Project number: 35470

Business sector: Tourism

State/Private: Private sector

Environmental category: B

Board date: 7 December 2004

Status: Passed concept review,
Pending final review

Date PSD disclosed: 26 October 2004

Date PSD updated:

Project description and objectives: The proposed project involves financing of the completion of Hermitage Grand Hotel (the Project), a five-star development in Golden Sands on the Bulgarian Black Sea coast, fully owned by Sigma Capital Hospitality, Leisure and Tourism Holding Company S.A (“the Sponsor”). The aim is to support the Sponsor achieve its goal of becoming the largest player in the hotels/hospitality market on the Bulgarian Black See coast.

Transition impact: The main transition impact of the proposed project will derive from provision of modern international standard hotel infrastructure and increased competition.

The proposed project will

- address one of the key transition challenges in the sector by significantly contributing to fulfilling the long-term unmet demand for international standard tourism hotels on the Bulgarian Black Sea coast.
- facilitate further competition in the Bulgarian leisure hotel market, which suffers from the lack of supply of the quality hotel accommodation

Additional transition impact may derive from backward and forward linkages to local support businesses catering to the needs of the hotel, improved transparency and corporate governance, and transfer of management skills, which will bring extensive training to the local workforce and improve general service level in Bulgaria. The proposed project is also expected to promote economic growth in the area.

The client: Sunny Travel Ltd. (the Borrower) – a special purpose company set up to develop, construct and operate the Hermitage Grand Hotel near Varna. Sunny Travel Ltd. is a fully-owned Bulgarian subsidiary of the Sponsor, with the main activity of investing in hotels/hospitality assets on the Bulgarian Black See Coast.

EBRD finance: Senior loan of €20.0 million comprising an A-loan of €10.0 million and a B-loan of €10.0 million.

Total project cost: €30 million.

Environmental impact: Screened B1. Environmental issues which will need to be addressed include site specific issues (soil and

groundwater contamination, natural hazards, disturbance to natural habitats and species as well as the landscape); permitting and public consultation issues; environmental and worker health and safety issues during the construction; safety of construction materials; and environmental, health and safety issues during the operation of the hotel (traffic impacts, waste water and solid waste management and recycling, hygiene and food safety, and life and fire safety issues).

The Company will be required to comply with applicable domestic and EU environmental, health and safety standards. They will be required to submit a report on environmental, health and safety issues to the EBRD annually.

Technical cooperation:

None.

For consultant opportunities for projects financed by technical cooperation funds, visit [procurement of consultants](#).

Company contact:

Vesselin Danev, Director
George Veltchev, Director
Sigma Capital Investments S.A.,
Representative Office in Bulgaria:
13 Slavianska Street,
1000 Sofia
Bulgaria
Tel: +359 2 915 59 60
Fax: +359 2 915 59 70
Email: george@sigma-equity.com,
management@sigma-equity.com

Business opportunities: For business opportunities or procurement, contact the client company.

G

Project name: International Moscow
Country: Russia
Project number: 35434
Business sector: Financial Institutions
State/Private: Private sector
Environmental category: FI

Environmental category:	FI
Board date:	30 November 2004
Status:	Passed structure review, Pending final review
Date PSD disclosed:	25 October 2004
Date PSD updated:	
Project description and objectives:	The proposed project envisages EBRD's subscribing to RUR 292,516,620 worth of preference shares (equivalent to US\$ 10 million at the current exchange rate of 29.1 RUR/US\$). The project is aimed at strengthening IMB Tier 1 capital to support the
Transition impact:	The project will provide IMB with Tier 1 capital and financial resources needed for implementation of the medium-term strategy of IMB to develop core banking business and in particular lending to private sector SME clients and retail banking. Via IMB the EBRD
The client:	IMB was founded in 1989 and has emerged as the one of the leading private banks in Russia with reputable shareholders and excellent local reputation. In the aftermath of the 1998 financial crisis in Russia the bank was recapitalised by its shareholders and in
EBRD finance:	Equity investment of the US\$ 10 million equivalent.
Total project cost:	US\$ 10 million equivalent.
Environmental impact:	IMB has demonstrated full compliance with applicable environmental requirements of the Bank within the existing operations. IMB will be required to continue to comply with EBRD's Environmental Procedures for Intermediated Financing through Local Banks.

Environmental impact: IMB has demonstrated full compliance with applicable environmental requirements of the Bank within the existing operations. IMB will be required to continue to comply with EBRD's Environmental Procedures for Intermediated Financing through Local Banks.

Technical cooperation: None.
For consultant opportunities for projects financed by technical cooperation funds, visit [procurement of consultants](#).

Company contact: Denis Plenkin
Head of Department, Financial Institutions Division
9, Prechistenskaya Emb
Moscow
Russia
Tel: +7-095 258-6587
Fax:+7-095 258-7272
E-mail: DPlenkin@imbank.ru

Business opportunities: For business opportunities or procurement, contact the client company.

H

Project name: Getro II

Country: Croatia

Project number: 35675

Business sector: Agribusiness

State/Private: Private sector

Environmental category: B

Board date: 7 December 2004

Status: Passed concept review,
Pending final review

Date PSD disclosed: 25 October 2004
Date PSD updated:

Project description and objectives: The proposed project will support the expansion of Getro's retail operations. The project objectives are to expand the company's operations in Croatia and support the potential expansion into neighbouring markets.

Transition impact:	The project would benefit Getro's suppliers by offering reliable market outlets to farmers and local agro-processing enterprises. It would lead to improved quality and diversity of products offered to consumers in Croatia and neighbouring countries. Finally, it would promote improved corporate governance, market transparency and competition within the retail sector. The project is also expected to promote economic re-integration in the Balkans.
The client:	Getro d.o.o. is a leading operator of large format cash and carry/discount stores in Croatia.
EBRD finance:	Up to € 35 million senior secured debt, part of which will be co-financed by international or local commercial banks.
Total project cost:	€ 79.6 million.
Environmental impact:	The project was screened B/1, requiring an environmental analysis of impacts associated with the construction and operation of new stores and an environmental audit of existing facilities. The analysis and audit will take the form of a detailed environmental questionnaire to be completed by the company and returned to the Bank for review prior to Final Review. Due diligence undertaken on the original project along with monitoring reports confirm that Company has a well developed awareness of environment, health and safety and a number of programs in place to address those issues.
Technical cooperation:	None. For consultant opportunities for projects financed by technical cooperation funds, visit procurement of consultants .
Company contact:	Mr Tomislav Covic Getro d.d Zagreb - Sesvete Croatia 10360
Business opportunities:	For business opportunities or procurement, contact the client company.

I

Project name:	ОАО Тедлиатязет -
Country:	Russia

Country: Russia
Project number: 35369
Business sector: General manufacturing
State/Private: Private sector
Environmental category: B
Board date: 30 November 2004
Status: Passed concept review,
Pending final review
Date PSD disclosed: 21 October 2004
Date PSD updated:

Project description and objectives: The Company operates 7 ammonia production units. The proposed project involves complete revamp and modernisation of the 4 older units and some ancillary facilities. The revamp programme will reduce both gas and electricity consumption and result in a capacity increase. The work will include detailed engineering for the revamp, supply of equipment, supervision of pre-fabrication and erection works, commissioning and test-running.

improvements at the ammonia producing facility in Togliatti (Samara Oblast) and for working capital. The project was screened C/1 in July 2000 and an independent consultancy prepared an environmental audit. Based on the findings of the audit, an Environmental Action Plan (EAP) was agreed with the Client. The loans are being repaid and compliance with loan covenants, including environmental reporting and implementation of the agreed EAP, has been satisfactory.

In 2002-2003, the Bank and IFC were involved in due diligence for the development of the ammonia storage and port facility in Volna, Taman Peninsula, Krasnodar Krai. This project was classified as A/1. This project was a cause of concern for the NGO community, due the site's location on a sensitive section of the Black Sea. During the due diligence phase, the Company largely completed the port facility from their own resources and external finance is no longer required.

TogliattiAzot has approached EBRD for this financing of a modernisation programme of the existing production facilities, (revamp of the ammonia plant) which is likely to result in significant environmental benefits, in particular substantial energy savings. It has been classified as B/1 requiring an environmental analysis and audit including the transportation and nearly completed port facilities in Volna. This study has an overall objective to develop a programme to bring ToAz in line with best international practice in environmental, health and safety management, and is being carried out by independent environmental consultants. Once this study is completed, an updated PSD Annex will be produced.

Technical cooperation:

Energy efficiency audit was conducted in July 03, under a Dutch-funded agreement in the amount of €30,915.

For consultant opportunities for projects financed by technical cooperation funds, visit [procurement of consultants](#).

Company contact:

Britt A Shaw, Executive Vice President
Tel: +44-20-7710-5686

Business opportunities:

For business opportunities or procurement, contact the client company.

J

Project name:	BTA Ipoteka - Mortgage Loan II
Country:	Kazakhstan
Project number:	35021
Business sector:	Financial institutions: Non-bank FIs
State/Private:	Private sector
Environmental category:	FI
Board date:	30 November 2004
Status:	Passed concept review, Pending final review
Date PSD disclosed:	19 October 2004
Date PSD updated:	
Project description and objectives:	<p>The proposed US\$ 10 million mortgage loan, in either KZT or US\$, will be used to lend to individuals for buying and/or repairing real estate properties. This mortgage loan is the second EBRD loan to BTA Ipoteka (BTAI) and would help BTAI to expand its mortgage loan portfolio and decrease funding costs, thus allowing provision of long-term affordable financing to home owners in Kazakhstan.</p>
Transition impact:	<p>Additional EBRD mortgage loan to BTAI will further support the development of the housing mortgage market in Kazakhstan by providing long-term financing to the only specialised mortgage bank in the country and a leading mortgage provider for further on-lending to qualified sub-borrowers. Expansion of mortgage lending will make the mortgage market in Kazakhstan more competitive and transparent, allowing a wider range of customers to have access to mortgage financing at reasonable rates and to benefit from other improvements which competition brings.</p> <p>EBRD will ensure that BTAI continues to set best corporate and lending practice. In addition the loan will facilitate promotion of mortgage bond issuance and further potential developments of the secondary market for mortgages. Finally, by helping to develop mortgage backed products (loans and securities), the EBRD will be creating alternative investments - both</p>

in terms of quality risk profile and term - for Kazakh pension funds and in future for insurance companies, mutual funds and other investors with a long term horizon.

- The client:** BTAI was established in late 2000 to specialise in mortgage finance. BTAI remains at the forefront of western-style housing finance in Kazakhstan and is one of the top 4 retail mortgage providers with the current market share of 14%. BTAI operates through its head office in Almaty and branches in 13 largest cities throughout Kazakhstan.
- EBRD finance:** Senior secured loan of US\$ 10 million (€ 8.3 million equivalent), in either KZT or US\$.
- Total project cost:** US\$ 10 million (€ 8.3 million equivalent)
- Environmental impact:** BTAI will be required to carry out its operations in accordance with the EBRD's Environmental Procedures for Mortgage Loan and, at the same time with the Environmental Procedures for Intermediated Lending through Local Banks, including adherence to EBRD's Environmental Exclusion List, compliance with national environmental, health and safety regulations.
- Technical cooperation:** None.
For consultant opportunities for projects financed by technical cooperation funds, visit [procurement of consultants](#).
- Company contact:** Mr. Kairat Altynbekov
E-mail: altynbekov@bta.kz
- Business opportunities:** For business opportunities or procurement, contact the client company.

K

Project name:	Ulker Kazakhstan
Country:	Kazakhstan
Project number:	35371
Business sector:	Agribusiness
State/Private:	Private sector
Environmental category:	B
Board date:	16 November 2004
Status:	Passed concept review, Pending final review
Date PSD disclosed:	15 October 2004
Date PSD updated:	
Project description and objectives:	Kazakhstan: Financing the expansion investment of an existing company (Hamle Ltd.) in three new lines to manufacture biscuits, chocolates and bullion.
Transition impact:	<p>The project has good transition impact potential. The project will:</p> <ul style="list-style-type: none">• Improve linkages in the food supply chain: The main raw materials for the new production lines will be sourced from several local producers in the country. Local suppliers will be subject to the Sponsor's quality controls. The project will also have a positive impact in the modernisation of the distribution channels, and expanding the number of distributors/retailers worked with. This will make possible a transfer of know-how in respect of marketing, merchandising and logistics.• Introducing greater competition and innovation. The project will increase the competitive pressures over the existing players via the increase in the volume and range of products produced.• Involve corporate governance improvements.
The client:	The Sponsor of the project is Yildiz Holding A.S., the holding company of the Ulker Group of Turkey which is the largest food company in Turkey.

EBRD finance:	Senior secured loan: US\$ 4.25 million to Hamle Ltd (Kazakhstan)
Total project cost:	US\$ 8.5 million
Environmental impact:	<p>This project was screened B/1 requiring an environmental audit and analysis of the plant. The study was conducted by an independent environmental consulting firm and the resulting reports and recommendations were submitted to the Bank for review.</p> <p>Hamle is reported as generally meeting the requirements of both Kazakh legislation and EU standards. Following the most recent inspection by the local environmental authorities, Hamle was required to undertake improvements related to on-site housekeeping, the registration of industrial wastes and the elaboration of an environmental action programme. Such a programme covering the period 2005 to 2007 was prepared and adopted by the company and this has been reviewed by the consultants. They suggested some modifications e.g. the inclusion of a time schedule for implementation, cost estimates and an indication of staff responsibilities. The modified action programme will be incorporated into the legal documentation for this project. The company's expansion programme has already received the positive conclusion of the relevant environmental and sanitary authorities.</p>
Technical cooperation:	<p>None.</p> <p>For consultant opportunities for projects financed by technical cooperation funds, visit procurement of consultants.</p>
Company contact:	<p>Mr Murat Firat (General Manager) Hamle Ltd. Kashkelen Kazakhstan Tel: +73-00-111-9149</p>
Business opportunities:	For business opportunities or procurement, contact the client company.

L

Project name: Ulker Romania

Country: Romania

Project number: 35587

Business sector: Agribusiness

State/Private: Private sector

Environmental category: B

Board date: 16 November 2004

Status: Passed concept review,
Pending final review

Date PSD disclosed: 15 October 2004

Date PSD updated:

Project description and objectives: Financing Ulker group's expansion in the Romanian market by establishing a new production base to manufacture biscuits, chocolate, bullion and margarine products.

Transition impact: The project has good transition impact potential. The project will:

- Improve linkages in the food supply chain: The main raw materials for the new production lines in Romania will be sourced from several local producers. Local suppliers will be subject to the Sponsor's quality controls. The project will also have a positive impact in the modernisation of the distribution channels, and expanding the number of distributors/retailers worked with. This will make possible a transfer of know-how in respect of marketing, merchandising and logistics.
- Introducing greater competition and innovation. The project will increase the competitive pressures over the existing players via the increase in the volume and range of products produced.
- Involve corporate governance improvements.

The client: The Sponsor of the project is Yildiz Holding A.S., the holding company of the Ulker Group of Turkey which

is the largest food company in Turkey.

- EBRD finance:** Senior secured loan: US\$ 8.9 million to Eurex Alimentare
- Total project cost:** US\$ 21.8 million
- Environmental impact:** This project was screened B/1 requiring an environmental audit and analysis of the plant. The study was conducted by an independent environmental consulting firm and the resulting reports and recommendations were submitted to the Bank for review.
The Eurex Alimentare plant is currently 80% complete and has not yet started operation. The consultants reviewed the existing facilities and the plans for future operations. They concluded that the finalised facility will not have a significant environmental impact, will incorporate a number of features to minimise its environmental footprint including the installation of a waste water treatment plant and a gas fired boiler.
The facility will meet both national and applicable EU standards and has received the environmental authorisation in accordance with Romanian law. An EAP has been developed to ensure that the facility meets good environmental practice and legislative requirements on an on-going basis.
- Technical cooperation:** None.
For consultant opportunities for projects financed by technical cooperation funds, visit [procurement of consultants](#).
- Company contact:** Ender Bolat (General Manager)
Eurex Alimentare S.R.L
Str. Pitar Mos, nr. 29, ap. 11, Bucuresti
Tel: +40.21.3038297
Fax: +40.21.2128395
e-mail: ender.bolat@ulker.ro
- Business opportunities:** For business opportunities or procurement, contact the client company.

M

- Project name:** Burgas Water Company
- Country:** Bulgaria
- Project number:** 34951 25

Business sector:	Municipal and environmental infrastructure
State/Private:	State sector
Environmental category:	B
Board date:	19 October 2004
Status:	Passed concept review, Pending final review
Date PSD disclosed:	14 October 2004
Date PSD updated:	
Project description and objectives:	<p>The proposed project provides finance to</p> <ul style="list-style-type: none"> (i) upgrade and expand Burgas regional water company's water and wastewater infrastructure (ii) improves the financial and operational performance of the company (iii) and addresses the legal and regulatory reform needed to promote investment into the sector. <p>The project is designed to complement significant ISPA grant investment finance</p>
Transition impact:	<ul style="list-style-type: none"> • Support for the commercialisation of the Company and for institutional improvements: Technical co-operation mobilised by the Bank will promote the commercialisation of the Company and improve its financial and operational performance. Milestones and targets agreed with the Company will be included as covenants in the Loan Agreement. Additional technical cooperation

- Improved financial planning and management for the City of Burgas. In order to help the City to improve its creditworthiness a Creditworthiness Enhancement Programme is planned to assist the City in defining and managing its budget, including its capital investment plans.

The client:

Burgas is 100% state owned through the Ministry of Regional Development and Public Works. The company currently provides water and sewage services to approximately 426,000 inhabitants of 13 neighbouring municipalities, increasing to 1,200,000 in the summer.

EBRD finance:

- Loan to the Company: €11.3 million
- Co-finance: €25.2 ISPA Grant

Total project cost:

The total project cost has been estimated to € 37.6 million

Environmental impact:

Screened B/1.
The project has predominately environmental objectives. The environmental due diligence, which is currently being carried out in the frame of ISPA for this project, will assess the ability of the selected investment to bring the facilities into compliance with applicable Bulgarian and EU environmental standards. It will also assess possible environmental liabilities associated with the current operation of drinking water and wastewater management facilities.

Technical cooperation:

Pre-signing:
CEI has approved the following:

- Feasibility Study including financial analysis, tariff and affordability analysis: €257,233
- Environmental Impact Assessment: €46,210

Post-signing
TC needs are estimated to include:

- Financial and Operational Improvement Plan (FOPIP) section 5.2) €200,000, donor to be identified
- Establishment of Project Implementation Unit (PIU) and assistance with tendering and project procurement: €125,000, donor to be identified

- Financial planning and budgeting training and assistance for the respective City €200,000, donor to be identified

For consultant opportunities for projects financed by technical cooperation funds, visit [procurement of consultants](#).

Procurement or tendering opportunities: Visit [EBRD Procurement](#)
Enquiries: Tel: +44 20 7338 6534; Fax: +44 20 7338 7472, Email: procurement@ebrd.com

N

Project name: Raiffeisen International

Country: Regional

Project number: 33058

Business sector: Financial Institutions: Bank equity/Bank lending

State/Private: Private sector

Environmental category: FI

Board date: 19 October 2004

Status: Passed concept review, Pending final review

Date PSD disclosed: 8 October 2004
Date PSD updated:

Project description and objectives: Equity investment in Raiffeisen International Bank-Holding AG (RI) to acquire up to 4% of the company's equity and voting rights. Funds will be used to strengthen the equity base of existing operations, for acquisitions to support consolidation and investments in new countries, as well as for the upgrade of operational

Transition impact: The transition impact potential of the project lies on the use that RI will make of the additional capital in terms of increasing financial intermediation in the region through its subsidiaries. RI's activities in these markets will promote banking intermediation, product innovation and eventually consolidation.

Transition impact:	The transition impact potential of the project lies on the use that RI will make of the additional capital in terms of increasing financial intermediation in the region through its subsidiaries. RI's activities in these markets will promote banking intermediation, product innovation and eventually consolidation.
The client:	RI is a 100% subsidiary of Raiffeisen Zentralbank Österreich AG and is a holding company of 15 banking and 11 leasing subsidiaries with presence in 15 countries of CEE and CIS. As at June 2004, RI recorded total assets of € 25.5 billion and equity of € 1.2 billion.
EBRD finance:	Equity investment of €100 million.
Total project cost:	€ 100 million.
Environmental impact:	RI will implement EBRD's Environmental Procedures for Financial Intermediaries across the full range of activities of its subsidiaries and ensure that EBRD's Environmental Exclusion and Referral List is adhered to. RI and each subsidiary will submit Annual Environmental Reports to EBRD.
Technical cooperation:	None. For consultant opportunities for projects financed by technical cooperation funds, visit procurement of consultants .
Company contact:	Wolfgang Forster tel. +43-1-71707-1716 fax: +43-1-71707-76-1716 e-mail: wolfgang.forster@rzb.at Renate Kattinger tel. +43-1-71707-1368 fax. +43-1-71707-76-1368 e-mail: rene.kattinger@rzb.at
Business opportunities:	For business opportunities or procurement, contact the client company.

O

Project name:	Banc Post Mortgage Loan II
Country:	Romania
Project number:	35426
Business sector:	Financial Institutions: Bank equity/Bank lending
State/Private:	Private sector
Environmental category:	FI
Board date:	16 November 2004
Status:	Passed concept review, Pending final review
Date PSD disclosed:	8 October 2004
Date PSD updated:	25 October 2004
Project description and objectives:	The proposed project is a credit line for up to €20 million in two tranches to BP to be on-lent by BP to private individuals in Romania as mortgage loans. The proceeds of the credit line will be used by BP to continue providing long-term financing to individuals for buying/constructing and/or repairing real estate properties (houses, flats, etc.). The sub-loans would be denominated in various currencies depending on customers' demand.
Transition impact:	Transition impact potential derives from the demonstration effect associated with supporting the growth of mortgage lending which is relatively new and currently rapidly growing in Romania. Development of a mortgage portfolio may also contribute to the development of financial markets by providing a source for possible long-term tradable securities (mortgage backed bonds,

securitisation) in the future. Finally, further supporting the growth of BP and the diversification of its funding base will strengthen the banking sector by providing much needed long-term financing for individuals and thus increasing competition.

The client:

BP is one of the largest Romanian banks, with a 4 to 5% market share of total banking assets at end-2003. Total assets represented € 861.3 million, total equity € 115.9 million and net profit € 9.8 million (IAS) as of end-June 2004. BP is currently owned by Eurobank EFG (Greece) - 58.6% and GE Capital - 8.75%. At the same time, BP's employees and 5 Romanian private investment funds (SIFs) hold in total 33.6% of ownership.

EBRD finance:

A multi-currency loan for up to €20 million extended by the Bank to BP.

Total project cost:

€20 million.

Environmental impact:

The environmental risks associated with the operation and the potential portfolio are low. BP is already implementing EBRD's environmental policy for local banks and EBRD's environmental policy for mortgage loans. BP will need to ensure that property survey to be conducted for each loan as part of its due diligence. The survey should include consideration of potential site contamination, use/presence of hazardous materials in construction, risk of flooding, or seismic activity and compliance with the applicable national environmental, health and safety standards and regulations.

Technical cooperation:

None.
For consultant opportunities for projects financed by technical cooperation funds, visit [procurement of consultants](#).

Company contact:

Ms. Maria Sultanoiu, Advisor to the President
Banc Post SA

Bucharest, Romania
Phone: +40 21 336 11 25
Fax: +40 21 336 11 25
E-mail: Maria.Sultanoiu@bancpost.com

Business opportunities: For business opportunities or procurement, contact the client company.

P

Project name: Project Vltava

Country: Czech Republic

Project number: 35521

Business sector: Telecommunications & Media and Informatics

State/Private: Private sector

Environmental category: C

Board date: 5 October 2004

Status: Signed

Date PSD disclosed: 8 October 2004
Date PSD updated:

Project description and objectives: Oskar Mobil a.s., formerly Český Mobil, (the Borrower or Company), the third mobile operator in the Czech Republic, is raising financing from banks and, for the first time, in the Eurobond market in order

- (i) to continue funding of GSM capital expenditure
- (ii) to upgrade its network to EDGE technology
- (iii) to fund the acquisition of the UMTS licence
- (iv) to fund the incremental capital expenditure for rolling out the UMTS network
- (v) to refinance existing facilities.

The project will be financed through a seven-year Eurobond of € 325 million and a five and six-year senior debt facility of € 250 million. The notes will be issued by Oskar Mobil and will rank pari passu with the senior debt facility.

enable it to compete effectively and on an equal footing with the two other leading mobile operators. This funding will make it possible for Oskar Mobil to expand and upgrade its network, develop new telephony products based on new technology and to offer new services to its subscribers. The transition impact of the proposed transaction is based on:

- Developing access for private non-financial Czech companies to the international capital markets via Eurobonds.
- Greater competition and development of new products in the innovative mobile sector: Český Mobil's development of EDGE and UMTS products and services will strengthen the competition in this new data services market segment.

The client:

Oskar Mobil is 99.9% owned by TIW Czech N.V, a Dutch holding company, which is itself 27.1% owned by Telesystem International Wireless Inc. (TIW). The other shareholders of TIW Czech NV are JP Morgan (27.6%), EMP (11.0%), Advent (10.4%), ABN Amro (7.0%), EBRD (5.8%), PartCom (4.6%), Mediatel Capital (4.3%) and Parnib (2.2%). TIW, a Canadian company, is a leading cellular operator in Central and Eastern Europe with 5.8 million subscribers as of June 30, 2004. TIW is listed on the Toronto Stock Exchange and NASDAQ and its market capitalisation at 1 September 2004 stood at US\$ 1.35 billion. TIW's main shareholders are Telesystem (15.2%), JP Morgan (13.9%), Hutchinson (9.2%), EMP (8.7%), the remainder being a free float of 53%.

EBRD finance:

The Bank will participate for € 25 million in the 7-year, 4-year no call, Eurobond issue in the total amount of € 325 million.

Total project cost:

Total project cost for Q4 2004 to 2006 is € 760 million, split between capital expenditure of € 310 million and refinancing of € 450 million.

Environmental impact:

The project was classified C/0 and there are unlikely to be any significant environmental issues associated with this operation. Environmental due diligence carried out in 2001 as part of the Bank's original investment, along with annual monitoring reports,

suggest that there are no environmental issues of concern and the Company is in compliance with all applicable regulatory requirements. A further recent update of the Company's corporate environmental performance together with the 2003 Annual Environmental Report has been received, confirming that Oskar Mobil applies high international EHS standards throughout its operations.

- Technical cooperation:** None.
For consultant opportunities for projects financed by technical cooperation funds, visit [procurement of consultants](#).
- Company contact:** Oskar Mobil,
Vinohradská 167,
100 Praha 10,
Czech Republic
Contact person: Jacques Lacroix
Tel: +1 514 673 8475
E-mail: jlacroix@tiw.ca
- Business opportunities:** For business opportunities or procurement, contact the client company.

Q

- Project name:** Belarus SME/MSE Framework
- Country:** Belarus
- Project number:** 35582
- Business sector:** Financial Institutions:
Bank equity/Bank lending
- State/Private:** Private sector
- Environmental category:**
- Board date:** 16 November 2004
- Status:** Passed concept review,
Pending final review
- Date PSD disclosed:** 8 October 2004
Date PSD updated:
- Project description** The proposed Framework to the amount of US\$ 25.0

and objectives: million consists of senior loans to commercial banks in the Republic of Belarus. Under this Framework, loans will be extended directly to the participating local banks which will in turn on-lend these funds to private Micro, Small and Medium-sized Enterprises. Initially two banks will be considered for participation in the Framework: Belgazprombank (BGPB) and Prior Bank (Prior). Additional private banks will be included in the Framework at a later stage. The Framework will enable EBRD to meet the growing demand for finance from Micro, Small and Medium-sized Enterprises across Belarus and to further strengthen institution building in the Belarusian banking sector.

Sub-projects: View a list of [sub-projects](#) for this and other framework projects.

Transition impact: The Facility is expected to have an excellent transition impact as it will provide support to and contribute to the growth of the private sector banks. By working with banks active throughout the country, the project will support the development of a more broadly-based banking system and allow for a deeper outreach to Micro, Small and Medium-sized Enterprises throughout the country. The Framework will provide swift access to much needed financing for Micro, Small and Medium-sized Enterprises on a commercial and sustainable basis. The project will also demonstrate to other local banks that lending to the Micro, Small and Medium-sized Enterprises sector is commercially viable and will, therefore, encourage them to cater for this market niche and improve the overall level of financial services provided to Belarusian entrepreneurs. Policy dialogue with the Government of Belarus on private sector development issues will continue.

The client: The two potential clients under the Frameworks are:

- Joint Belarusian-Russian Open Joint-Stock Company “Belgazprombank” is a medium-sized commercial bank, the eighth largest commercial bank of Belarus by the size of its equity and assets base. The Bank is owned by Gazprom (33.91%), Gazprombank (33.91%), Belarusian Ministry of Economy (8.63%) and Beltransgaz (23.5%).
- Prior is a Joint Stock Company owned by Raiffeisen Zentralbank Österreich AG (“RZB”)

through its wholly owned subsidiary Raiffeisen International AG ("RI") (61.3%), EBRD (13.5%) and others (25.2% with the individual stakes of under 3%). Prior is the third largest bank in Belarus in terms of equity (8.8% market share), assets (10.9%) and loan portfolio (10.5%), as of end-2003 and the largest private bank, as well as the only subsidiary of a western bank in Belarus.

EBRD finance: The Framework will consist of credit lines in the total amount of US\$ 25 million, of which Belgazprombank and Prior Bank will receive US\$ 6 million and US\$ 10 million respectively.

Total project cost: US\$ 25 million.

Environmental impact: The project will be carried out in accordance with EBRD's Environmental Procedures for Intermediate Financing through Local Bank and Environmental Procedures for Small and Micro Loans. Both Priorbank and Belgazprombank demonstrated full compliance with EBRD's environmental requirements for financial institutions within the existing sovereign guaranteed Belarus Credit Line for Small and Medium-Sized Enterprises.

Technical cooperation: It is envisaged that the proposed Framework will be accompanied by technical co-operation for Micro and Small-Enterprises component that is currently estimated at € 1.0 million for the next 24 months. To date, US\$ 150,000 has been preliminary approved by USAID with other sources of funding being explored as well. Eligibility for TC will be prioritised in favour of smaller local banks. For consultant opportunities for projects financed by technical cooperation funds, visit [procurement of consultants](#).

Company contact: **Belgazprombank**
Mrs Avramenko Tatiana, Head of MSE/SME unit
60/2, Pritytskiy str.,
Minsk,
Republic of Belarus,
220121
E-mail: Avramenk@bgpb.minsk.by

Tel: +375 17 2594157
Website: www.belgazprombank.by

Prior Bank

Mrs Shishenko Elena, Director of Structured and
Project Finance division
31-A, Khoruzhei str.,
Minsk,
Republic of Belarus,
220002
E-mail: Elena.Shishenko@Priorbank.by
Tel: +375 17 2173447
Website: www.priorbank.by

Business opportunities: For business opportunities or procurement, contact the client company.

R

Project name: Gdansk Water Infrastructure Company

Country: Poland

Project number: 34522

Business sector: Municipal and environmental infrastructure

State/Private: State sector

Environmental category:

Board date: 7 December 2004

Status: Passed concept review, Pending final review

Date PSD disclosed: 7 October 2004

Date PSD updated:

Project description and objectives: The objectives of the proposed project would be to:
(i) create a new entity – Gdansk Water Infrastructure Company (GIWK), which would own water and sewage related infrastructure in Gdansk, and plan and implement capital investments, related to such infrastructure;
(ii) co-finance with EU Cohesion Fund a comprehensive water infrastructure modernisation programme, aimed to limit emission of untreated water to the Baltic Sea and to improve quality of water supply to Gdansk's population.

Transition impact:

- **Improvement of efficiency in resource allocation and management.**
Currently investment decisions in the City are taken based on political criteria and with limited input from the asset operator. Moreover, only part of the leasing charges, which are equal to water and waste water asset depreciation are actually spent on renewal of these assets, resulting in a cross-subsidy from water charges to other investments. Concentration of investment planning and water asset management responsibilities into the GIWK, as a separate commercial code company (though owned by the City) would make the process more commercial, facilitate involvement of the current private operator (SNG) in the planning process and ensure that all funds from leasing charges are spent on related investment or service of debt incurred to finance such investments, thereby eliminating the cross-subsidies.
- **Demonstration effect of grant co-financing where there is a private operator.**
There are several water systems in the accession countries where there is already a private operator, and the City wishes to obtain grant funding for new assets. Such projects raise issues of how the benefits of grant financing can be safeguarded for the public sector beneficiary rather than the private operator. The Bank is cooperating with Saur, the EC (DG Regio), the City and the Polish Ministry of Environment to find solutions, which will enable the project to go ahead on a “profit-neutral” basis for the operator (SNG). The Project would offer a model for resolving this problem, which would facilitate wider private sector involvement in the water and other sectors, with a potentially strong transition impact given that almost all water investment in the accession countries will be funded from EU grant sources over the coming years.

The client:

- The Gdansk Water and Waste water Infrastructure Company (GIWK), a limited liability company fully owned by the City. The Company primary purpose is to own Gdansk’s

water and waste water infrastructure and plan and implement investments related to such infrastructure.

- The City of Gdansk (the City) with a population of 460,000 is the capital of the Pomorze Province in the north of Poland.

EBRD finance:	The project would comprise a loan to GIWK of up to €15.0 million.
Total project cost:	The total cost of the project has been estimated to €97.0 million.
Environmental impact:	<p>The project has been screened B/0. The Project presents significant environmental opportunities for improving the drinking water supply and reducing wastewater discharges from Gdansk. These investments will reduce pollution discharged to the Baltic Sea and protect public health. In addition, the Project will provide final disposal for sludge generated at the wastewater treatment plant. The Environmental Analysis, which is under way, will assess the environmental impacts and benefits of all physical investment components of the project as well as their ability to bring the facilities into compliance with applicable Polish and EU environmental standards. The investigations will also review the current status and performance of the water supply and wastewater treatment facilities. Any adverse impacts of the Project are mainly associated with construction works, which will be limited and short-term and can be mitigated by adhering to good international work practices and planning. This section will be updated as soon as environmental due diligence will have been completed.</p>
Technical cooperation:	<ul style="list-style-type: none">• Legal Assistance Services for the Creation of GIWK (€47,000), ongoing• Financial Assistance Service for the Creation of GIWK (€48,000), ongoing.

For consultant opportunities for projects financed by technical cooperation funds, visit [procurement of consultants](#).

Procurement or tendering opportunities: Visit [EBRD Procurement](#)
Enquiries: Tel: +44 20 7338 6534; Fax: +44 20 7338 7472, Email: procurement@ebrd.com

III. ADDITIONAL INFORMATION AND ASSISTANCE:

- A. US Commercial Service EBRD Liaison Office (CS-EBRD):** CS-EBRD is an integral part of U.S. representation at the EBRD with a mandate to increase the effectiveness of U.S. participation in the Bank's projects. For more information about project opportunities at the European Bank for Reconstruction and Development (EBRD) please contact:

Alice Davenport
Senior Commercial Officer
Commercial Service EBRD Liaison Office

OR

Ayşe Özcan
Senior Commercial Specialist
Commercial Service EBRD Liaison Office

Tel: 44-20-7588-8490, fax: 44-20-7588-8443.

Web: www.buyusa.gov/ebrd

E-mail: Alice.Davenport@mail.doc.gov or Ayşe.Ozcan@mail.doc.gov.

Note: CS-EBRD can offer its services only to US companies. EBRD procurement opportunities can be viewed at www.ebrd.com/oppo/procure/oppo/index.htm. An updated list of EBRD publications can also be found on the main website www.ebrd.com

- B. BISNIS:** The Business Information Service for the Newly Independent States (BISNIS). Countries covered: Armenia, Azerbaijan, Belarus, Georgia, Kazakhstan, Kyrgyzstan, Moldova, Tajikistan, Turkmenistan, Russia, Ukraine, Uzbekistan. Web: www.bisnis.doc.gov Tel: +(202) 482-4655, Fax + (202) 482-2293.
- C. CEEBIC:** Central and Eastern Europe Business Information Center (CEEBIC). Countries of covered: Albania, Bosnia & Herzegovina, Bulgaria, Croatia, Czech Republic, Estonia, FYR Macedonia, Hungary, Latvia, Lithuania, Poland, Romania, Serbia & Montenegro, Slovak Republic, Slovenia. Web: <http://www.mac.doc.gov/ceebic> Tel: +(202) 482 2645, Fax: +(202) 482 4473