



Dear Guest,

We are pleased to announce that the Trade Facilitation Programme (TFP) will host a Presentation and Cocktail Reception on the occasion of the 2008 EBRD Annual Meeting Business Forum to be held in Kiev, Ukraine.

You are cordially invited to join us at the

**Trade Facilitation Programme (TFP)
Presentation & Cocktail Reception**

**Saturday 17 May 2008
17:00h - 19:00h**

**Large Blue Hall
Level 2 - October Palace**



This specialist event will focus on *Development of Trade Finance in Ukraine and CIS countries* with presentations on: Development of trade finance and factoring in Ukraine; Support for international and intra-regional trade and Co-financing with the EBRD. The EBRD's Trade Facilitation Programme aims to promote foreign trade to, from and within South-Eastern Europe and the CIS. For more information on the Trade Facilitation Programme please refer to: www.ebrd.com/ftp

The presentation will be followed by a cocktail reception, generously hosted by Taipei China.

This event is only open to EBRD registered business forum participants. For more information on the EBRD Business Forum Programme: 'Energising modern economies', including details on the registration process, please refer to: www.ebrd.com/am

17:00h - Presentations

- | | | |
|--------|--|---|
| 17:00h | Opening Speech | Jean-Marc Peterschmitt,
Director Bank Lending
EBRD |
| 17:10h | Trade Facilitation Programme -
Objectives & Achievements | Rudolf Putz
Head Trade Facilitation Programme
EBRD |
| 17:20h | Trade Finance Solutions of
Raiffeisen Aval Bank for Ukrainian
SMEs | Victor Gorbachev
Deputy Chairman of the Board
Aval Bank |
| 17:30h | Challenges and opportunities in
trade finance with Ukraine | Per Fischer
Senior Vice President
Commerzbank |

17:40h - Signing Ceremony

New Issuing and Confirming Banks joining the TFP

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| 17:40h | Opening Speech | Varel Freeman
First Vice President
EBRD |
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18:00h - Cocktail Reception

Sponsored by Taipei China

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| 18:00h | Opening Speech | Amb. Siao-yue Chang
Taipei China's Representative in
London |
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Awards & Photographs

Awards will be handed over by the First Vice President of the EBRD

Awards

Most active Issuing Banks under the TFP in 2007

supporting the highest number of foreign and intra-regional trade transactions of local private companies and SMEs

Ukraine

Most active Bank in Financing Ukrainian Imports – Raiffeisen Aval Bank
Best Export Finance Transaction – Ukreximbank
Most active Bank in Financing Imports of Ukrainian SMEs – Kredobank

Armenia

Most active Trade Finance Bank in Armenia – Inecobank

Azerbaijan

Most active Trade Finance Bank in Azerbaijan – Azerigazbank

Belarus

Most active Trade Finance Bank in Belarus – Priorbank

Bosnia and Herzegovina

Most active Trade Finance Bank in Bosnia – Raiffeisenbank

Georgia

Most active Trade Finance Bank in Georgia – Bank of Georgia

Kazakhstan

Most active Trade Finance Bank in Kazakhstan – Kazkommertsbank

Moldova

Most active Trade Finance Bank in Moldova – Mobiasbanca

Russia

Most active Trade Finance Bank in Russia – Promsvyazbank
Most active Regional Trade Finance Bank in Russia – NBD Bank

Tajikistan

Most active Trade Finance Bank in Tajikistan – TSOB

Intra-regional Trade

Most active Bank in Intra-regional Trade - Agroinvestbank, Tajikistan

Factoring

Most active Factoring Company - Compania de Factoring, Romania

Most active Confirming Banks and Consultants in 2007

Confirming Banks

Most active Confirming Bank – Commerzbank

Co-Financing

Best Co-Financing Transaction – SMBC

Consultants

Most active Factoring Consultant – Silvio Fasola

Best Trade Finance Consultant – Igor Roussine

Nominations of the Sponsor

Trade with Taipei China

Most active Confirming Bank - Dresdner Bank

The EBRD's Trade Facilitation Programme (TFP)

The EBRD's Trade Facilitation Programme (TFP) aims to promote foreign trade to, from and within South-Eastern Europe and the CIS (the EBRD countries of operations). Through this programme, the EBRD provides guarantees to international confirming banks, taking the political and commercial payment risk of international trade transactions undertaken by banks in the countries of operations (the issuing banks). The programme can guarantee any genuine trade transaction to, from and within the countries of operations. 115 issuing banks in 19 countries of EBRD's operation currently participate in the programme with limits exceeding € 2 billion. In addition, more than 640 confirming banks throughout the world have joined the TFP, including 125 banks in 23 of EBRD countries of operations. The programme strengthens the ability of local banks to provide trade financing and gives entrepreneurs in Eastern Europe and the Commonwealth of Independent States the support they need to expand their import and export trade.

The programme commenced in July 1999 and has been increasingly successful since. It provides a viable and much needed service and can offer a fast approval process. There is no minimum or maximum amount for transactions (as long as transactions fit within available limits for approved issuing banks), and transactions as small as EUR 1000 and up to EUR 47 million have been guaranteed under the programme.

Originally the programme aimed at servicing mostly short-term transactions of up to 180 days tenor to facilitate basic trade. However, the facility was later extended to support longer tenor transactions in order to accommodate purchase of equipment, construction and other term-payment guarantees for up to 5 years for selected banks and countries. Deals are discussed and approved on a case by case basis.

One goal of the TFP is to offer support for intra-regional trade, facilitating not only job creation but also cooperation and understanding between countries. The programme underwrites the restoration of traditional trade links between the Bank's countries of operations and, since the start of the programme in 1999, the number of intra-regional transactions has grown consistently, with 259 intra-regional transactions financed in 2007.

One example of an intra-regional transaction covered under the TFP is the import of thermotechnical products from Georgia to Armenia, financed by a letter of credit issued by ArmeconomBank Armenia and confirmed by Bank of Georgia in Tbilisi. This transaction provides a good example of the transition and graduation process promoted by the programme: increasingly, issuing banks in EBRD's countries of operation are also using TFP as confirming banks while financing exports to other EBRD countries of operation.

Since inception, confirming banks have shared on average 25% of the risk covered under the programme. FMO Netherlands, DEG Germany and OFID participate in EBRD risk in TFP facilities for selected banks in Azerbaijan, Belarus, Georgia, Kazakhstan, Moldova, Russia and Ukraine. FMO and DEG share up to 50% risk for the selected banks in Azerbaijan, Moldova and Russia.

Small and Medium Enterprise (SME) development is a fundamental objective of the EBRD, as SMEs can become an engine of economic activity in emerging nations if developed on a broad basis. SME transactions form the majority of TFP business; more than 50% of all deals concluded since the start of the programme in 1999 have covered transactions under €100,000. In 2007, TFP concluded over 1,000 transactions and enjoyed its best year so far in terms of business volume with € 781 million.

Transactions for consumer goods, sports & household equipment, food, food commodities, vehicles and spares (including agricultural vehicles and spares), and industrial equipment and materials account for more than 64 per cent of transactions under the programme. Examples are the import of homecare products from Russia into Kyrgyz Republic, the export of juices and nectars from Russia to Tajikistan, the import of spare parts for agricultural engineering from Ukraine into Uzbekistan, the export of welding equipment from Poland to Bosnia and Herzegovina, and the import of milk-drying equipment from Ukraine into Azerbaijan. This shows how the programme enables trade which otherwise would not, in all likelihood, occur.

Important Donors

Many Issuing Banks have only limited experience in trade finance. To address this issue and to enhance the awareness and technical ability of local banks in handling trade finance transactions, the EBRD initiated a number of documentary, structured trade-finance, factoring and UCP600 training sessions financed with donor funds provided by the governments of Austria, France, Ireland, Switzerland, Taipei China, United Kingdom, and EU. The training was provided by means of standardised courses of 3-5 days each, held in 13 countries and attended by more than 400 trade finance specialists from 80 banks in 17 countries.

An additional need has been identified for consulting services to be provided to banks with limited trade finance experience. Funding has been provided by the governments of Canada for Georgia and Russia and Ukraine, Germany for Azerbaijan, Ireland for Armenia, Italy for Russia, the Netherlands for Russia and Ukraine, Sweden for Serbia and Montenegro, Switzerland for Central Asia and Taipei China.

The governments of Austria, Germany (KfW), the Netherlands, Norway, Switzerland and Taipei China financially support the Trade Facilitation Programme through risk-sharing funds. These funds support the programme's activities in South-Eastern Europe, Armenia, Georgia, Kyrgyz Republic, Moldova, Russia, Tajikistan, Turkmenistan, Ukraine and Uzbekistan and enable the EBRD to provide longer tenors and take higher exposures in trade transactions.

Taipei China

Investor factsheet



European Bank
for Reconstruction and Development

Taipei China cooperation with the EBRD

Cooperation with the EBRD

Taipei China has a long-standing cooperation with the EBRD, with the first technical cooperation (TC) fund established in 1991. Over €12 million has been provided to the TaiwanBusiness-EBRD Cooperation Fund. By the end of December 2007, nearly 11.5 million had been committed to 181 TC projects supporting EBRD investments. Taipei China has also contributed 1 million to the EBRD Balkan Region Special Fund, €1 million to the Mongolia Cooperation Fund and another €1 million to the Early Transition Countries Fund.

Private sector financing

In 1994 the EBRD and the International Cooperation and Development Fund (TaiwanCDF), the bilateral executing agency of Taipei China's foreign assistance programme, signed a memorandum of understanding of €13.6 million for co-financing. The TaiwanCDF has co-financed the Belarus micro and small enterprises (MSE) and small and medium-sized enterprises (SME) credit line (€5.1 million), as well as a number of private sector SME projects through the EBRD's Financial Intermediary Investment Special Fund (FIISF), committing €7.2 million for projects in Azerbaijan, Georgia, Kyrgyz Republic, Lithuania and Romania.

The TaiwanCDF provided further funding in 2005 under the FIISF for an additional €6.8 million for small businesses, and is co-financing micro-lending and a non-bank microfinancing project in the early transition countries. In 2006 an additional €3.4 million was provided for a risk-sharing facility under the EBRD's Trade Facilitation Programme in Azerbaijan, Russia and Ukraine.

Trade Facilitation Programme

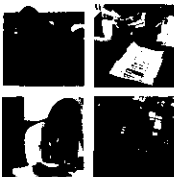
Under the Trade Facilitation Programme (TFP) the EBRD guarantees the payment of trade finance instruments (such as letters of credit and payment guarantees) that are issued by banks in the EBRD's countries in operations to foreign confirming banks.

Since the start of the programme in 1999 the EBRD has financed more than 6,745 transactions worth more than €3.4 billion, including 204 export and import transactions of Taiwanese companies totalling €31 million. As of 2007, 12 banks and branches of banks had joined the programme as confirming banks.

Improving district heating in Ukraine

In Cherkasy, a city of 300,000 people in central Ukraine, years of under-investment and lack of maintenance are causing high distribution losses to the city's heating system. An €11.2 million loan to CherkasyTeploKommEnergo (CTKE), the municipally owned district heating company of the Ukrainian city of Cherkasy, will improve the energy efficiency of the local district heating network and contribute to a reduction of greenhouse gas emissions.

Donor funds from Taipei China are supporting the company's corporate development, turning it into an efficient and sustainable operating company that provides high quality heating services to the citizens of Cherkasy.



At a glance

Taipei China's first TC fund was established in 1991

€1 million – Taipei China's contribution to the Balkan Region Special Fund

Taipei China co-finances projects from Belarus to Romania

€679.4 million – the value of joint Taipei China-EBRD investments

Contacts

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