

# EBRD Trade Facilitation Programme

2025

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Principal Banker, TFP



**European Bank**  
for Reconstruction and Development



# Meet the Team!



# What EBRD does

The European Bank for Reconstruction and Development (EBRD) promotes the development of sustainable, private sector-led economies in central and eastern Europe, Central Asia and the southern and eastern Mediterranean (SEMED) region. The Bank helps them to address 21st-century challenges and lends support to improve the lives and environments of citizens across society.

Through investment, policy reform and advisory projects, the Bank works to make economies more competitive, well governed, green, inclusive, resilient and integrated.

These “transition qualities” best equip countries for a prosperous and equitable future for all.

The EBRD continues to be a majority green bank.



# Shareholding

Established

**1991**

The EBRD is owned by

**75 countries**

from five continents, as well as the European Union (EU) and the European Investment Bank (EIB). These shareholders have each made a capital contribution, which forms our core funding.

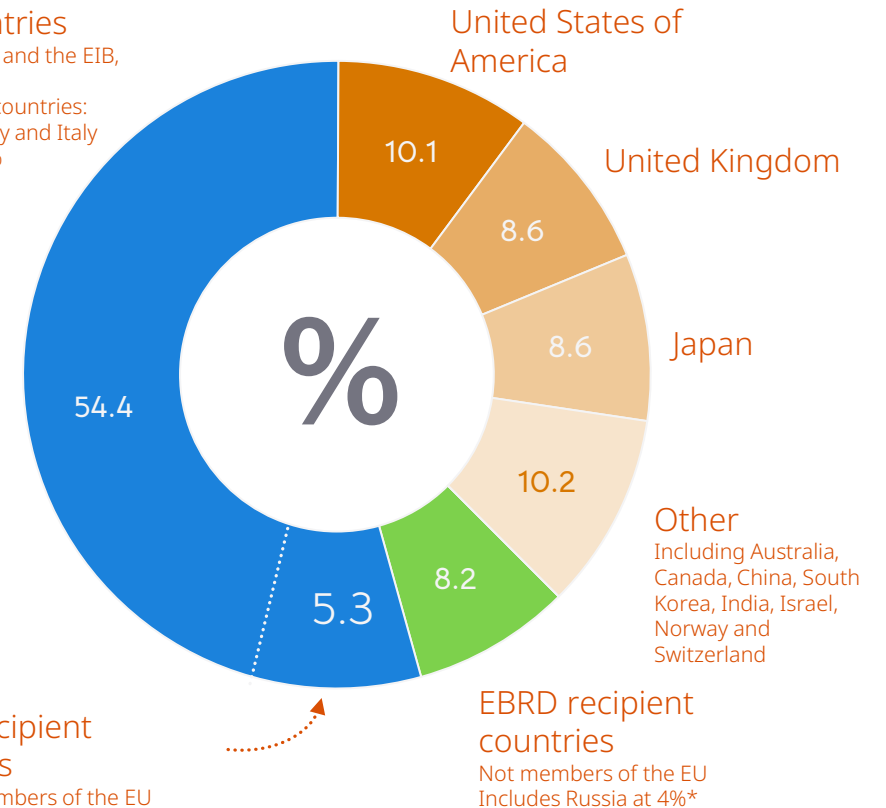
Capital base

**€34 billion**

**Triple-A rating**

from all three main rating agencies (S&P, Moody's and Fitch)

EU27 countries  
Includes the EU and the EIB,  
each at 3%.  
Among the EU countries:  
France, Germany and Italy  
each holds 8.6%

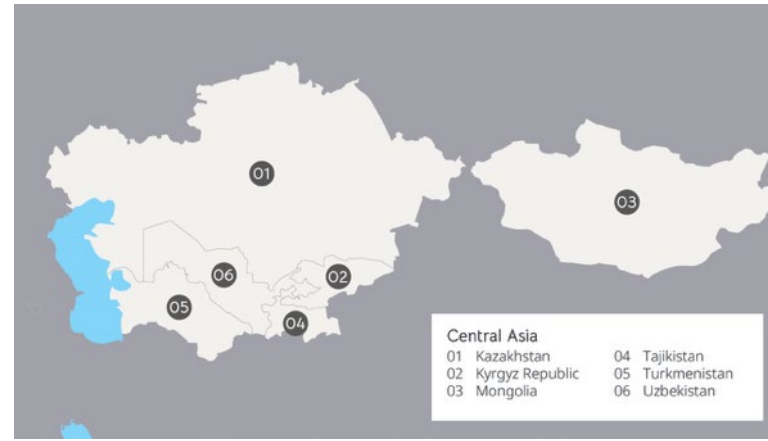
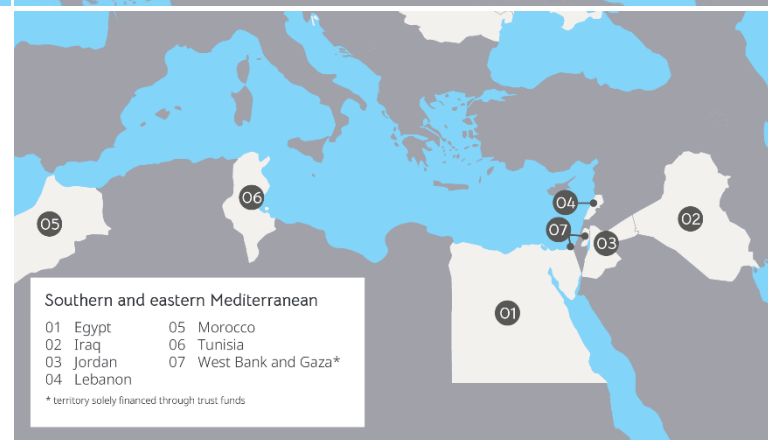
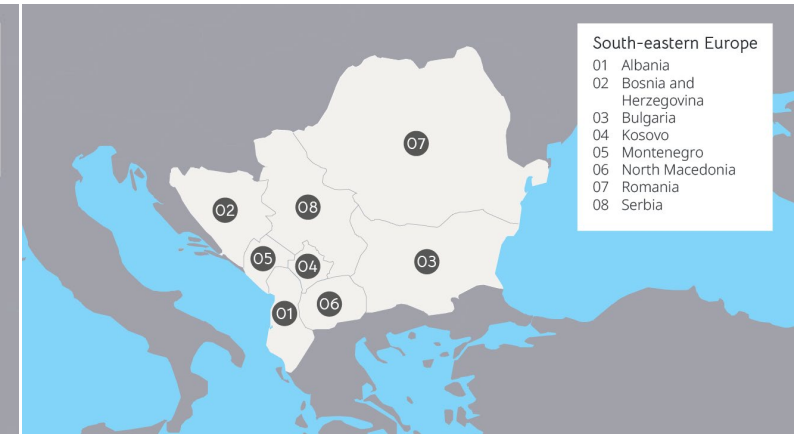
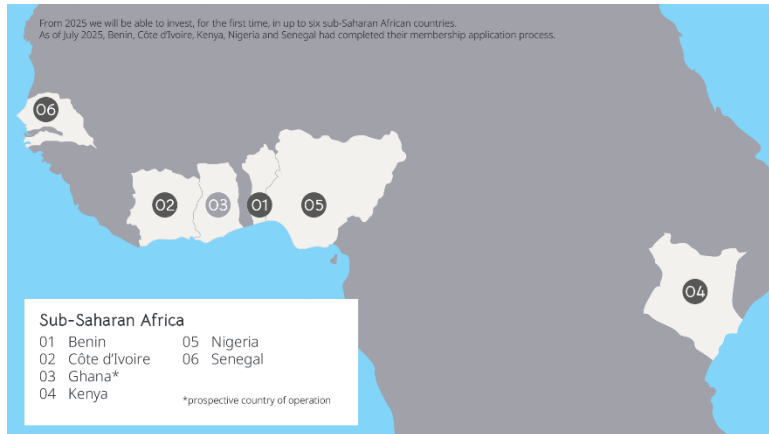


As at March 2025

For a full list of the shareholding of the EBRD visit: [www.ebrd.com/shareholders](http://www.ebrd.com/shareholders)

\*The EBRD has suspended Russia and Belarus from receiving funding for projects or technical cooperation, following the invasion of Ukraine.

# Where we are



The Bank's shareholders have granted recipient country status to Benin, Côte d'Ivoire, Kenya, Nigeria and Senegal. Ghana is in the process of application.

Iraq become a country of operation in September 2025.

Algeria and Libya are shareholders of the EBRD but are yet to complete the process to become recipient countries.

We no longer invest in Belarus, Cyprus or Russia, although we have residual portfolios in those countries.

# Facilitates financing of all stages of the trade chain



# How does it work?

EBRD supports trade by providing:

Guarantees

cover risks arising from trade finance transactions

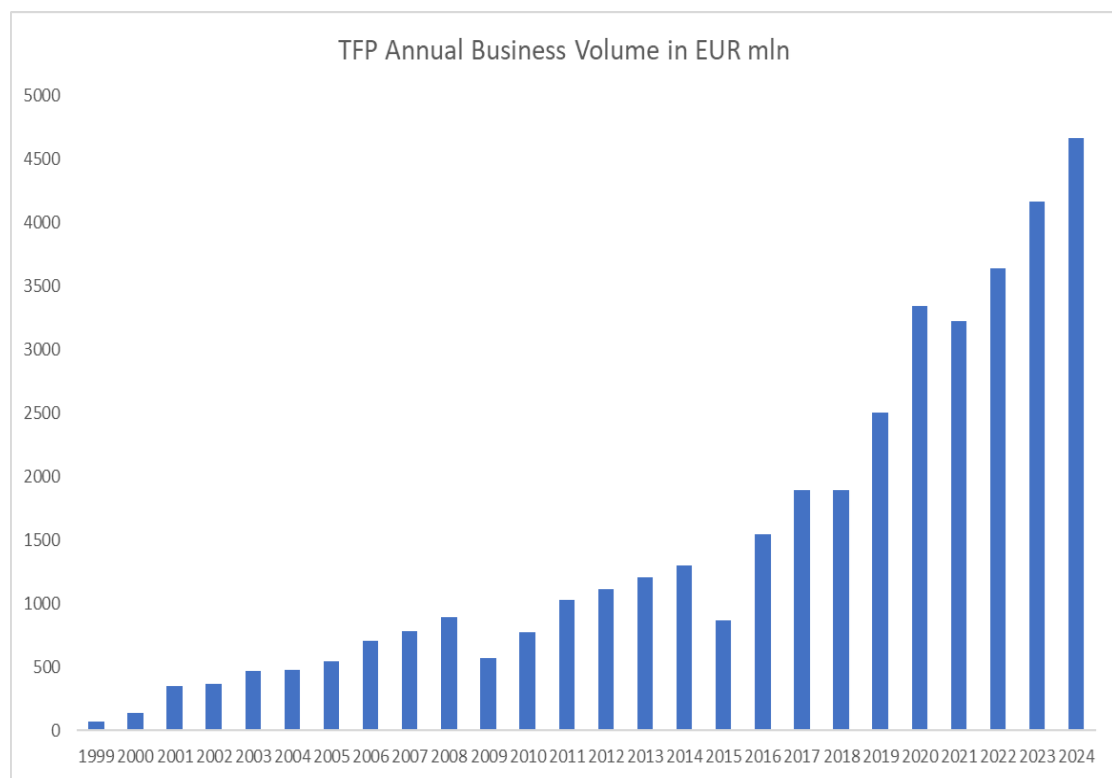
Short term  
advances /  
financing

to banks in the economies where the EBRD invests for trade finance purposes

Factoring

to banks/factoring companies for factoring activities

# TFP statistics



Established

**1999**

Issuing banks

**130+**

Number of operating countries

**27**

Number of transactions

**34,000+**

Total transaction value since 1999

**€41+ billion**

Confirming banks

**800+**

# 2024 Most active countries by number of transactions



1. Tunisia



2. Ukraine



3. Egypt



4. Serbia



5. Morocco



6. Turkiye



7. Uzbekistan



8. Greece



9. Georgia



10. Armenia



11. West Bank and Gaza



12. Lebanon



13. Jordan



14. Moldova



15. Mongolia



16. Kazakhstan



17. Kyrgyz Republic



18. North Macedonia



19. Azerbaijan



20. Tajikistan



21. Romania



22. Kosovo



23. Montenegro



24. Turkmenistan



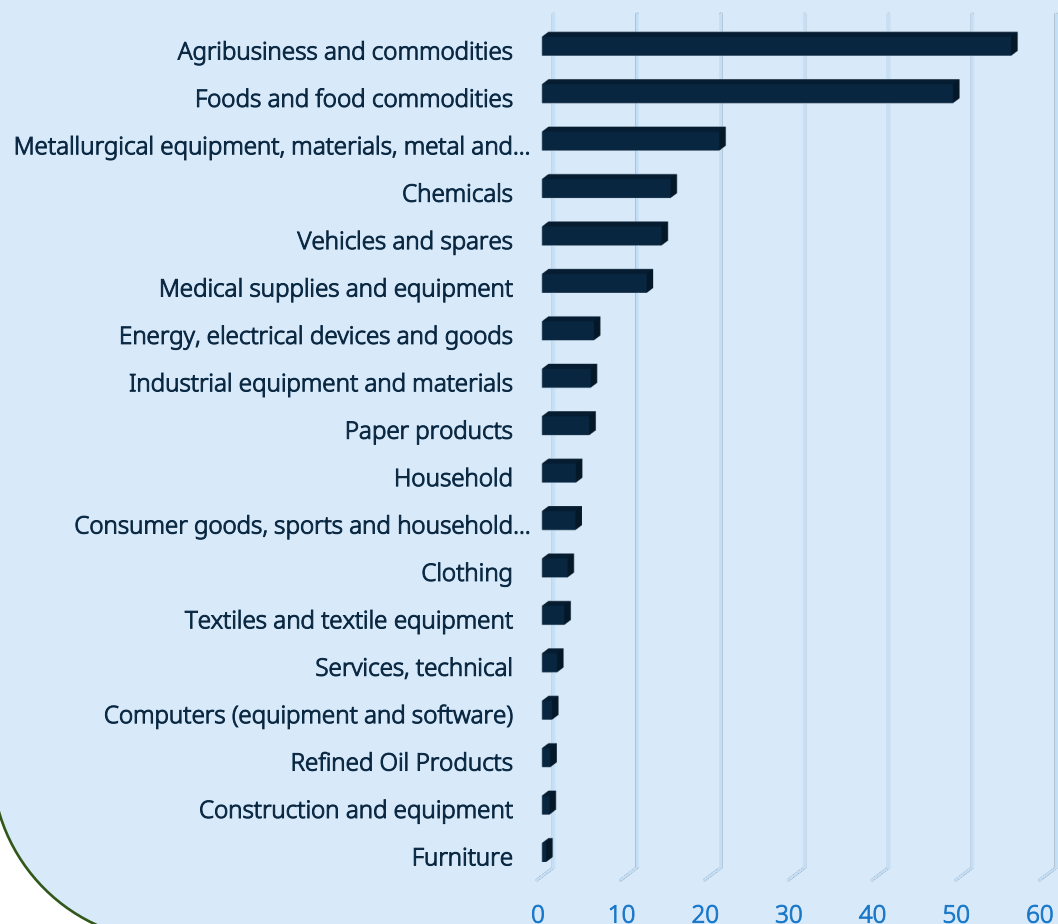
25. Albania

# 2024 Most Active Issuing/Partner Banks

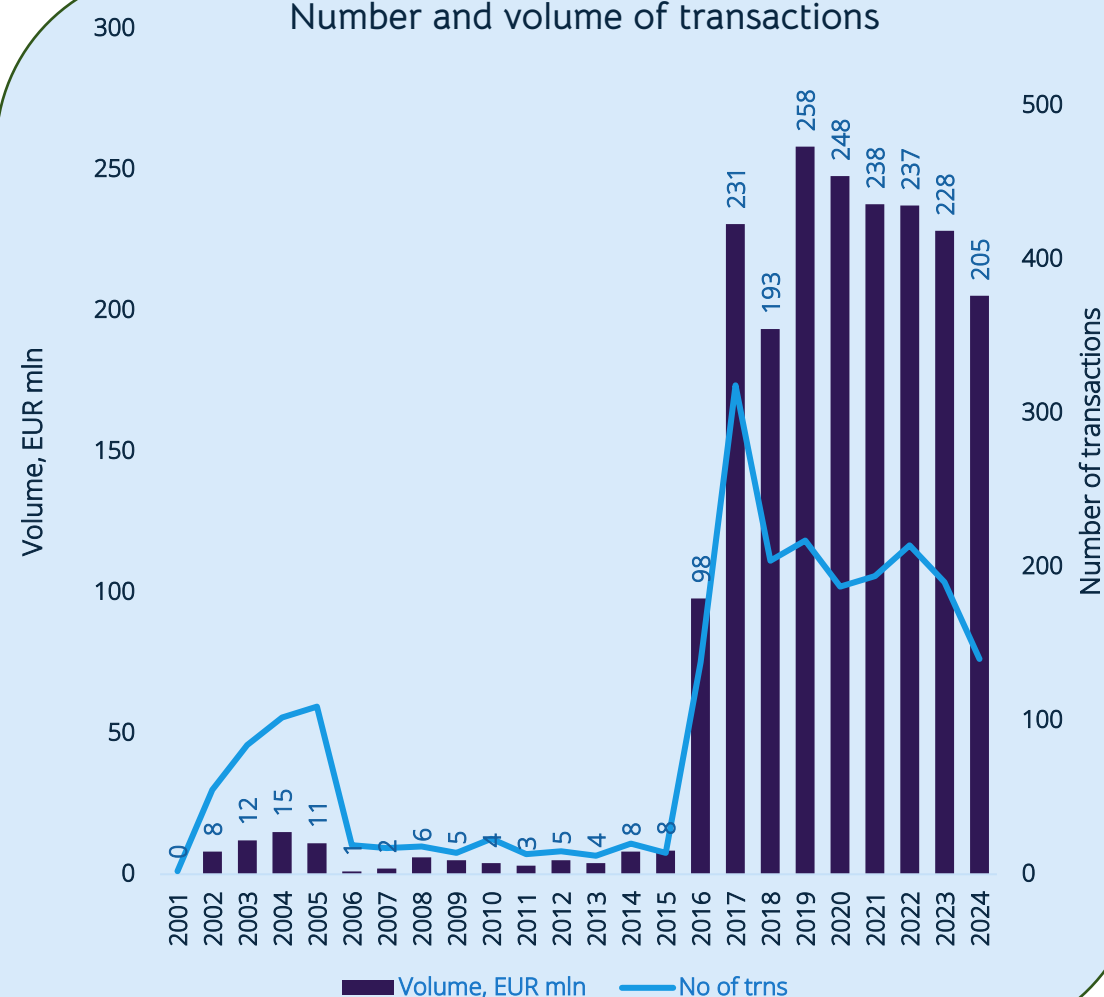
1. ARMENIA - ARMSWISSBANK CJSC
2. AZERBAIJAN - BANK RESPUBLIKA OJSC
3. EGYPT - COMMERCIAL INTERNATIONAL BANK EGYPT
4. GEORGIA - TBC BANK
5. GREECE – NATIONAL BANK OF GREECE
6. JORDAN - CAPITAL BANK OF JORDAN
7. KAZAKHSTAN - JSC BANK CENTERCREDIT
8. KOSOVO - NLB BANKA SH.A. PRISHTINA
9. KYRGYZ REPUBLIC - OPTIMA BANK OJSC
10. LEBANON - BANK AUDI SAL
11. MOLDOVA - OTP BANK S.A.
12. MONGOLIA - KHAN BANK JSC
13. MOROCCO - BANK OF AFRICA (**Partner Bank**)
14. NORTH MACEDONIA - STOPANSKA BANKA AD - SKOPJE
15. ROMANIA - ALPHA BANK ROMANIA S.A., MEMBER OF UNICREDIT
16. SERBIA - AIKBANK AD BEOGRAD
17. TAJIKISTAN - OJSC “BANK ESKHATA”
18. TUNISIA – BANQUE DE TUNISIE
19. TÜRKIYE - BURGAN BANK A. Ş.
20. TURKMENISTAN - RYSGAL JOINT STOCK COMMERCIAL BANK
21. UKRAINE – JSB “UKRGASBANK”
22. UZBEKISTAN - JOINT-STOCK COMPANY "ASAKABANK"
23. WEST BANK AND GAZA - QUDS BANK

# TFP in Serbia

Turnover, EUR mln by sector

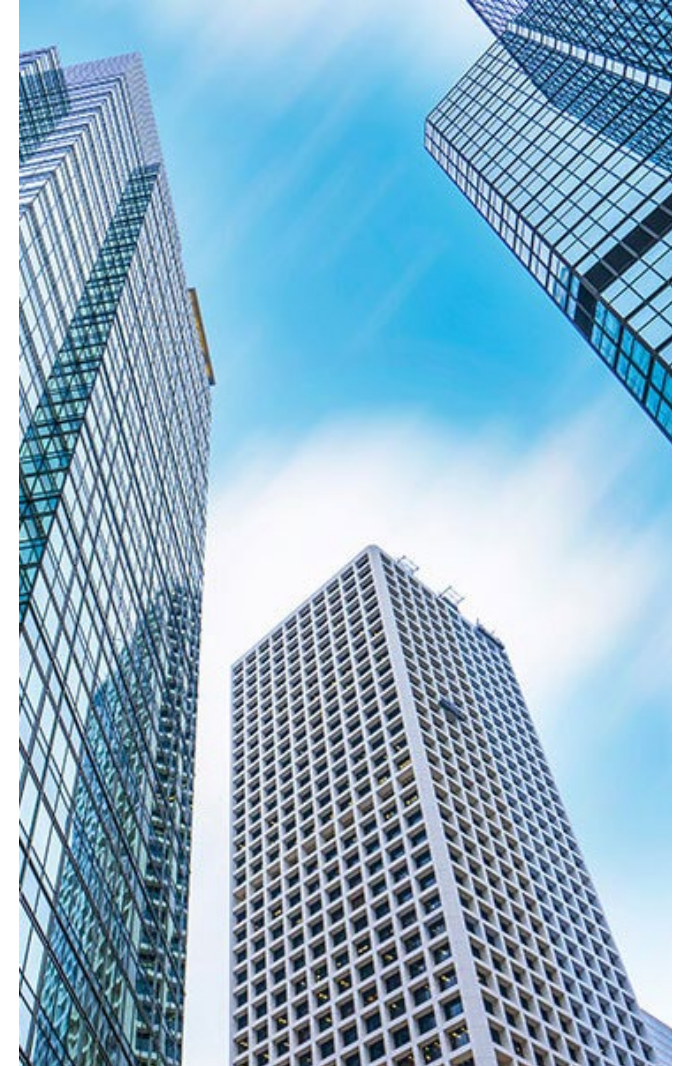


Number and volume of transactions



# 2024 Top 20 Confirming Banks

1. Raiffeisen Bank (Group)
2. Deutsche Bank (Group)
3. Caixabank S.A.
4. Commerzbank A.G.
5. JP Morgan Chase Bank
6. Intesa Sanpaolo SPA
7. Banque de Commerce et de Placements
8. UBS Switzerland AG
9. Banca Popolare di Sondrio
10. ODDO BHF Aktiengesellschaft
11. Unicredit (Group)
12. Citibank (Group)
13. Societe Generale (Group)
14. Yapi ve Kredi Bankasi A.S
15. Turkiye Vakiflar Bankasi T.A.O
16. ING Bank (Group)
17. Akbank T.A.S.
18. KBC Bank
19. Banca Comerciala Romana S.A.
20. Erste Group Bank AG



# Green TFP

Established

2016

Number of economies

27

Number of Green  
TFP transactions

2,000+

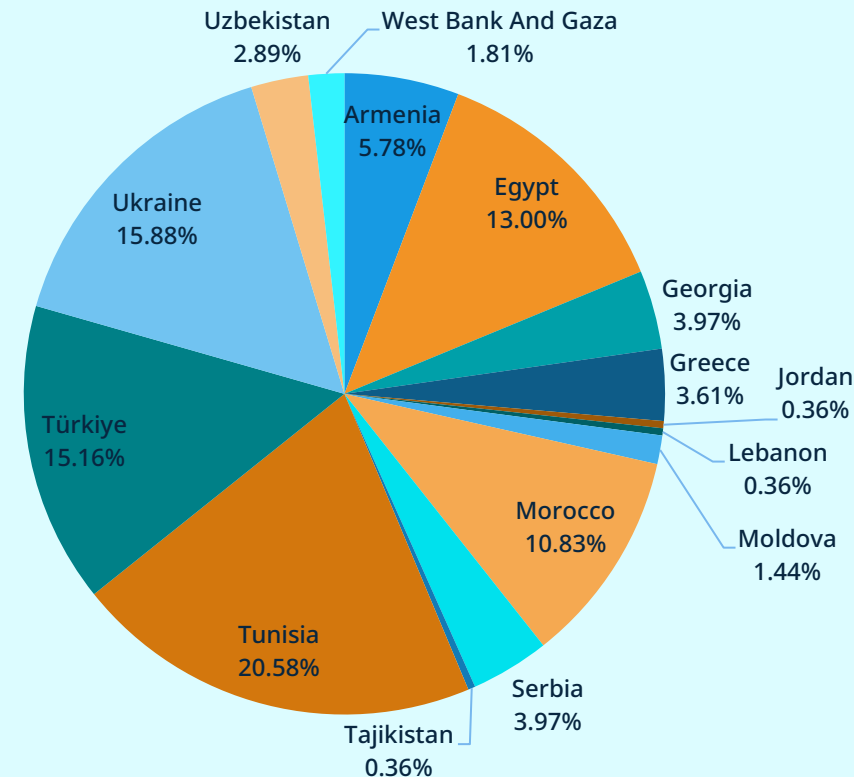
Total transaction  
value

€3.7+ billion

In which sectors do we work in?

- Sustainably sourced materials and foods
- Circular economy
- Water and transport sector
- Renewable energy
- Energy efficiency
- Agriculture

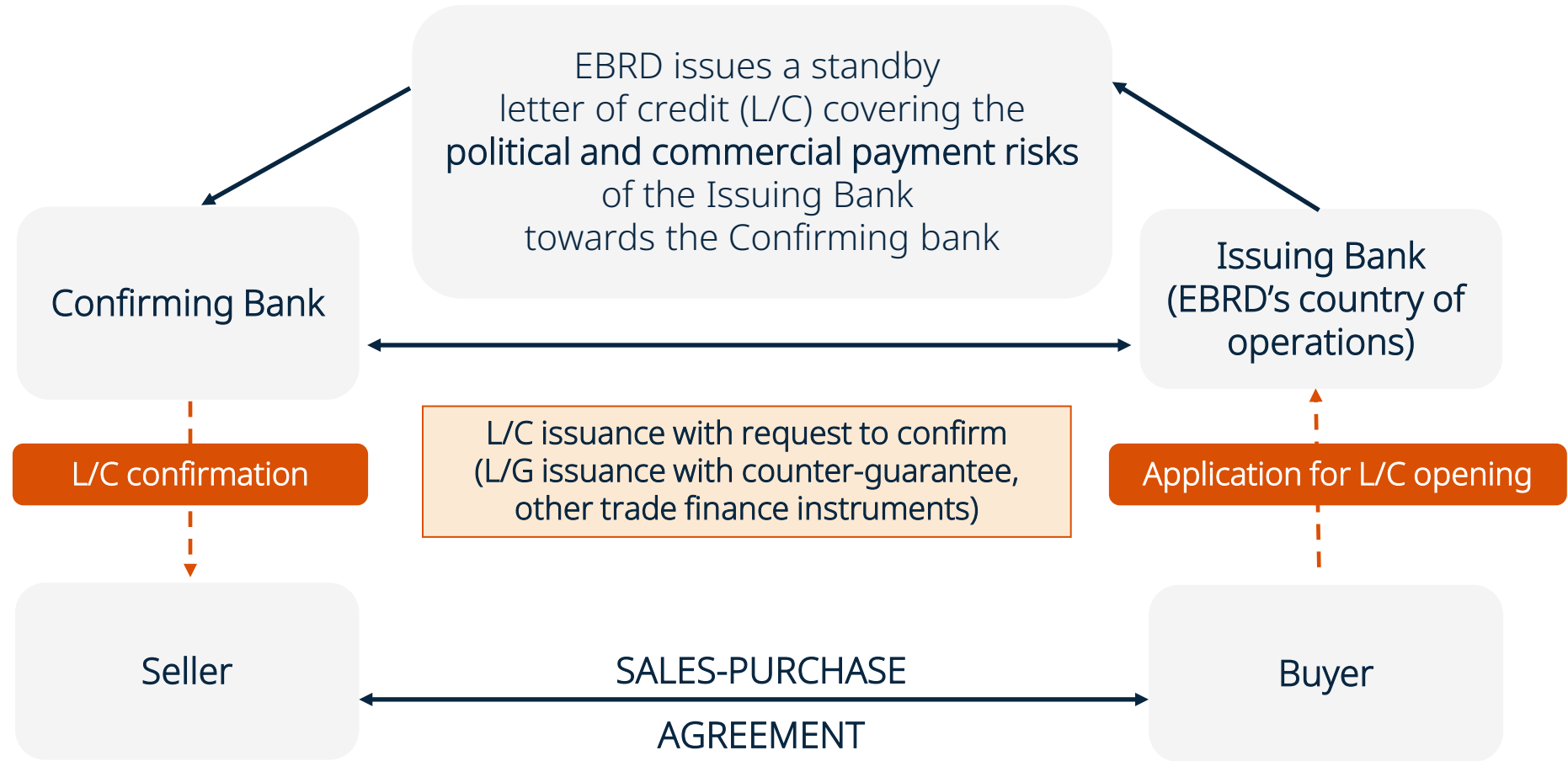
## Green TFP by number of transactions (2024)



# EBRD TFP Co-Financing Partners

1. AKA Bank, Germany
2. Arab Trade Finance Program, Abu Dhabi
3. British International Investment
4. Confirming Banks
5. Donor Risk Sharing Funds
6. Export Credit Agencies
7. Multilateral Investment Guarantee Agency (MIGA)
8. OPEC Fund for International Development, Vienna
9. Proparco
10. Top-tier global insurers & Lloyd's of London  
Syndicates
11. U.S. International Development Finance Corporation

# TFP Guarantee Facility



# Benefits of the TFP Guarantee Facility

## For confirming banks and exporters

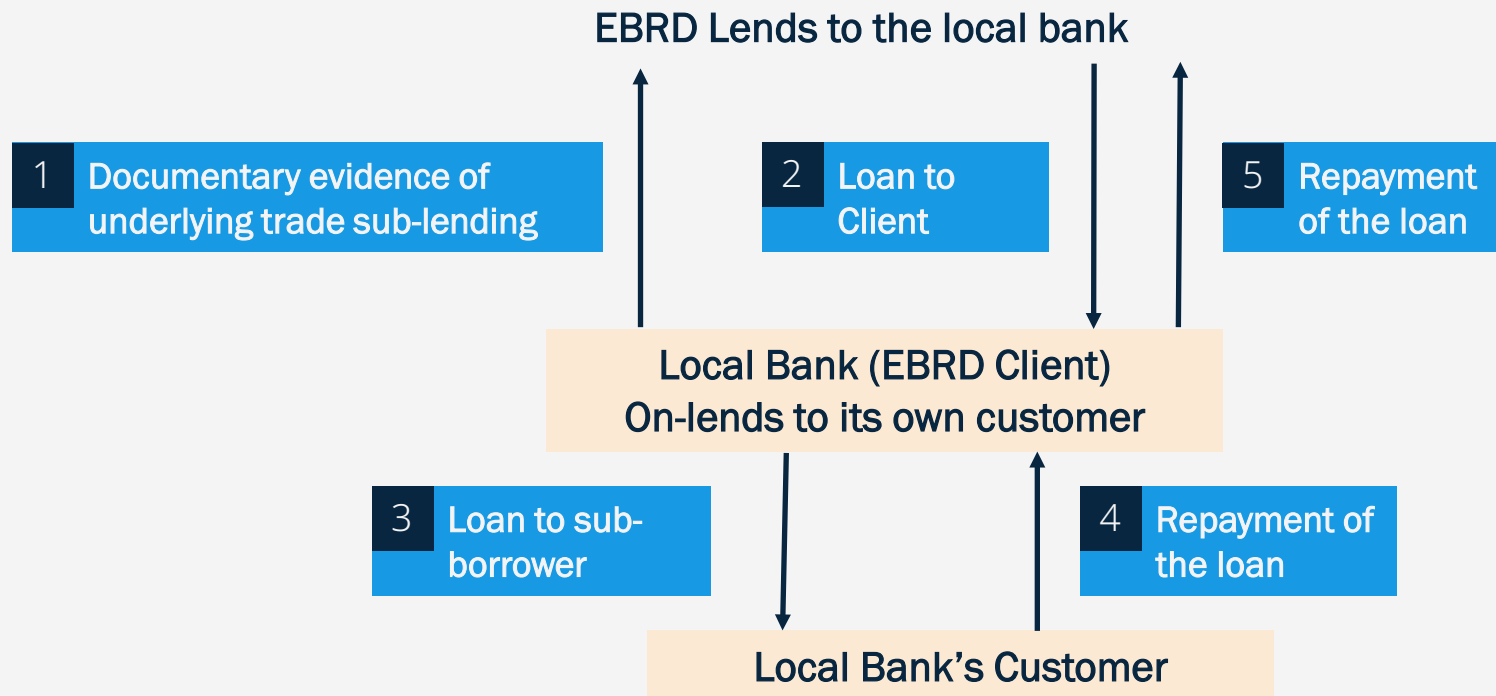
- Additional export business to central and eastern Europe, the CIS countries and the southern and eastern Mediterranean
- 100% guarantee of payment
- Optimisation of costs because of the EBRD's AAA credit rating

## For issuing banks and importers

- A network of over 800 confirming banks worldwide
- Assistance with the structuring of trade finance transactions
- Payment only upon confirmation of shipment of goods or after the delivery has taken place (with a deferred payment)

# Short term advances/financing: RCA

The TFP provides short-term (up to 12 months) cash advances to selected local banks and factoring companies in the EBRD regions. This facility is for on-lending to local exporters, importers, and distributors exclusively for pre- and post-shipment financing, as well as other working capital needed to perform foreign trade contracts and domestic and international factoring operations.



# Main features of Revolving Credit Facility (RCA)

- Minimum amount is US\$ 100,000 and maximum amount is US\$ 25mln
- Maximum tenor – 3 years
- Choice of currencies (EUR, USD or local currency)
- Covers pre-export, post-import and local distribution of imported goods
- The EBRD disburses funds within 5 business (usually on day 3) days from the application
- The funds can be rolled-over without repayments
- Cash limit is uncommitted, no front end or commitment fees

# TFP factoring: results at glance

Approved

**2006**

Factoring framework sublimit

**€200 million**

Number of factoring facilities

**16 in 8 countries**

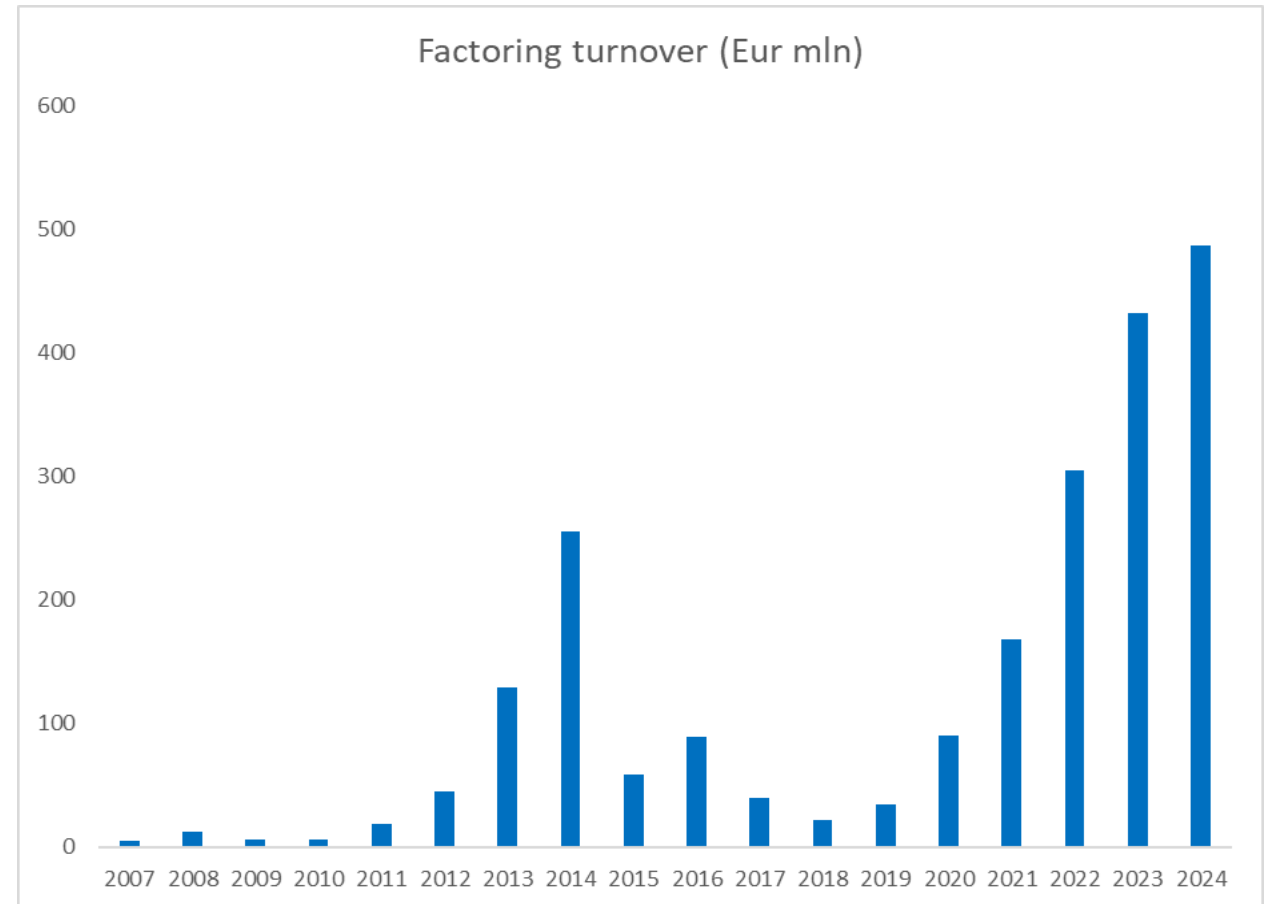
(Armenia, Bulgaria, Georgia, Greece, Romania, Serbia, Türkiye and Ukraine)

Number of transactions

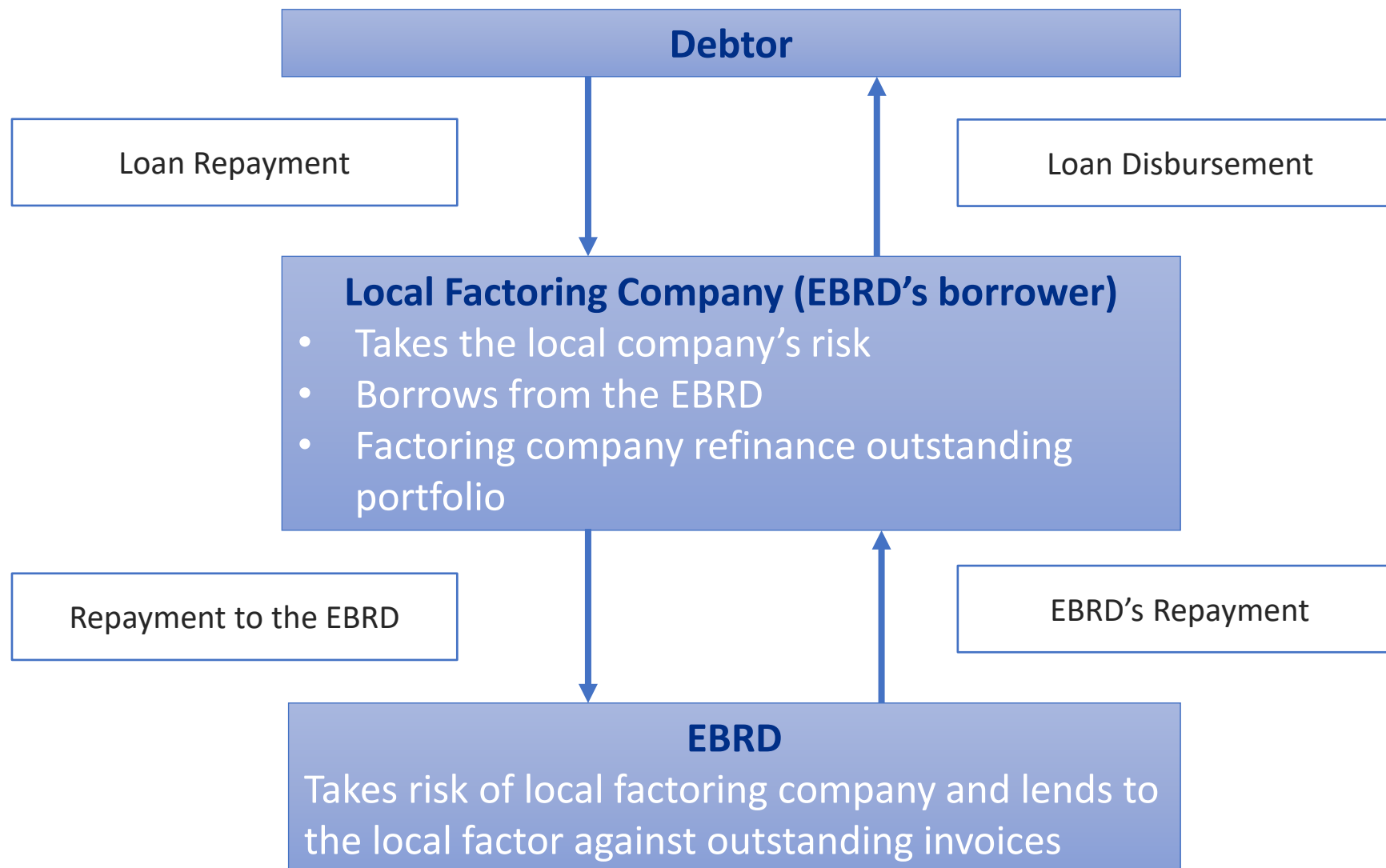
**+370**

Total transaction value since 2006

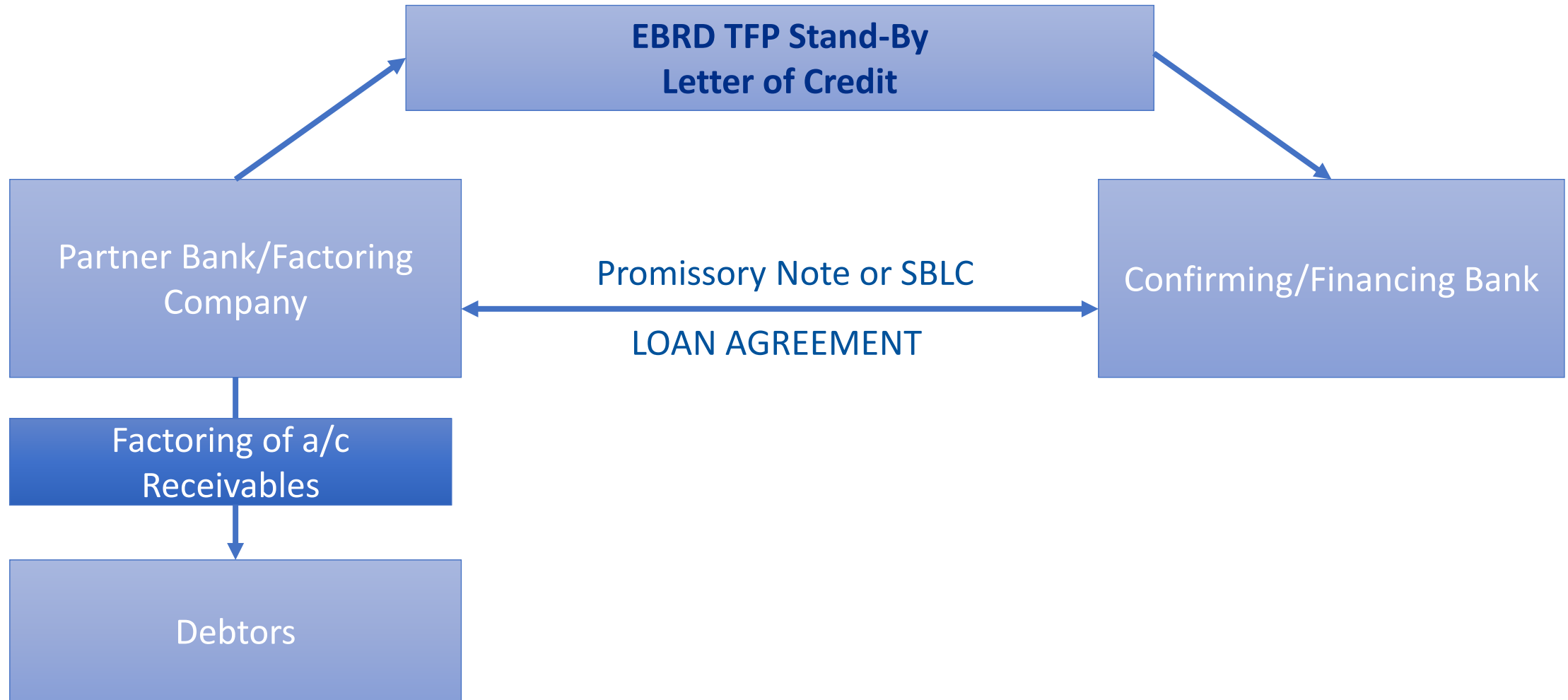
**€2.2 billion**



# Trade Finance Cash Facility for Domestic and International Factoring



# Domestic Factoring Guarantee Structure/Application



# Trade Finance Cash Facility for Factoring / Reverse Factoring

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## Support for Factoring and Reverse Factoring Operations:

- **Funding for financing of factoring / reverse factoring** transactions (EUR/USD/local currency)
- **Buyer** (for reverse factoring) / **Seller** (for factoring) is operating primarily in the country of incorporation of the local factoring company/bank or any of the EBRD's countries or regions of operations
- Review of the factoring /reverse factoring portfolio and **selection of acceptable clients**
- Tenors: **max. 6 months**, revolving: typically 90 days
- Closely matching asset conversion cycle with monthly updates on list of invoices which have been financed

# Case Study – Import to Serbia



# Case Study – Import to Serbia

## Serbia imports machinery for manufacturing agricultural equipment

Following a recent factory upgrade, including the installation of solar power plant to in the factory, a leading Serbian agricultural machinery manufacturer enabled to company to move to a new processing line for more energy efficient equipment manufacturing.

They signed a purchase contract with an EU manufacturers for the supply and installation of machinery for manufacturing agricultural equipment. The machinery was assessed GET eligible.

To support the purchase, the company sought an extended tenor of 2.4 years, slightly longer than typical tenor. TFP accommodated the company's request, issuing guarantees totalling EUR 500,000.00 with a tenor of 2.4 years.

This transaction showcases how longer-tenor guarantees can support sustainable trade. **This was Serbia's first green, longer-tenor guarantee transaction under the TFP.**

# TFP TC activities



# TFP E-learning Courses

The Programme ensures that trade finance professionals in the EBRD regions have the requisite skills to issue, process and honour trade products in line with the provisions of the ICC Trade Rules.

## List of Courses

- Master Course (Collections, Mentor 600, DC Master, ISP Master, URDG Master, Incoterms 2010 and Environmental and Social Issues in Trade)
- Introduction to Trade Finance
- Trade Based Financial Crime
- Going global
- Introduction to Factoring and Receivables Finance Course, Fundamentals on Domestic and International Factoring Course, Supply Chain Finance and Reverse Factoring Course (in cooperation with FCI, the global representative body for factoring)

## Target Audience

- Trade finance teams
- Relationship managers
- Risk managers
- Legal teams
- Operations teams



# TFP E-learning Achievements

- Over 9,000 bank professionals enrolled since the inception of the Trade Facilitation Programme in 2013
- Enrolment is distributed across 46 Countries: 56% of trainees are women and 44% of trainees are men
- Over 7,000 trainees have successfully completed at least one e-learning since the inception of the training programme
- Over 1,000 trainees have successfully completed all 6 e-learning courses with a score of over 55% in each course



# TFP E-learning Graduation Ceremony

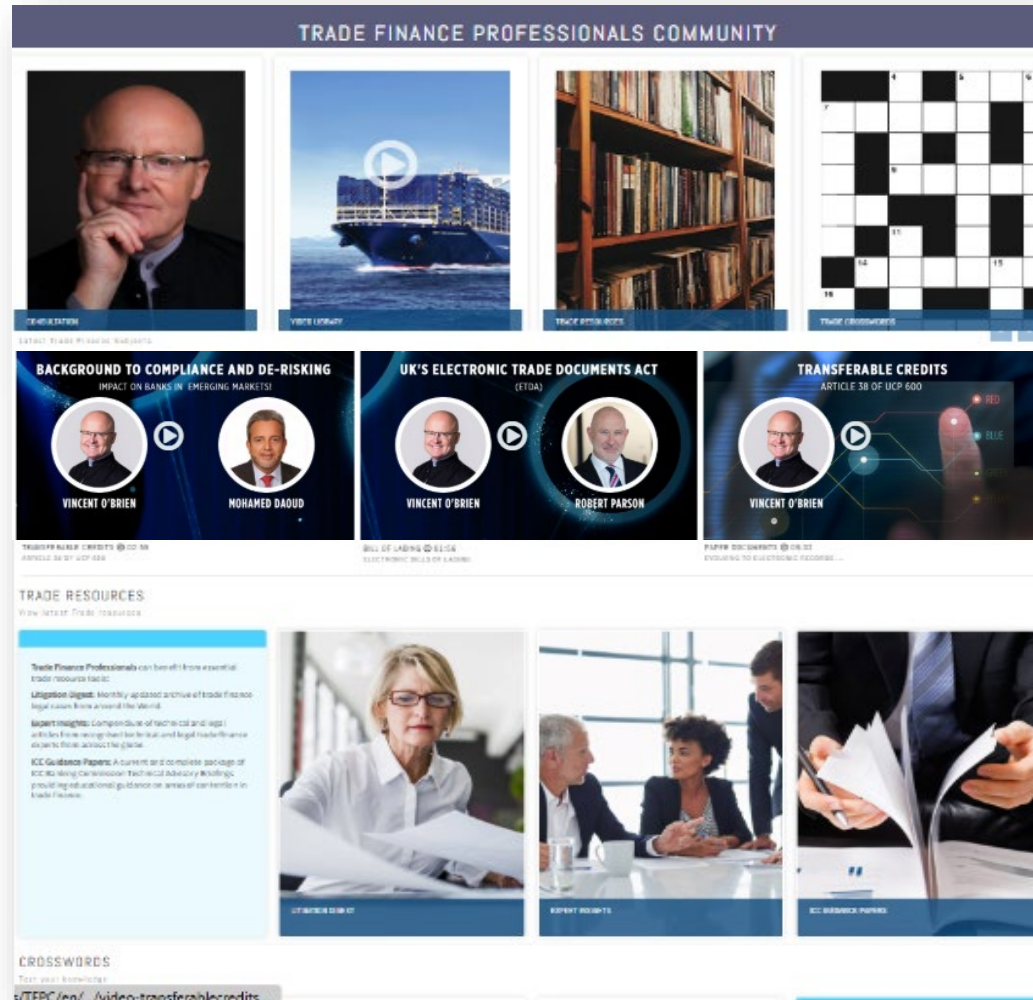


# E-learning courses: ICA and ACAMS

Over 900 bank professionals including regulators from the EBRD regions have received full scholarship between 2018-2023 to study ICA and ACAMS e-learning courses.



# TFP Digital Consulting Advisory



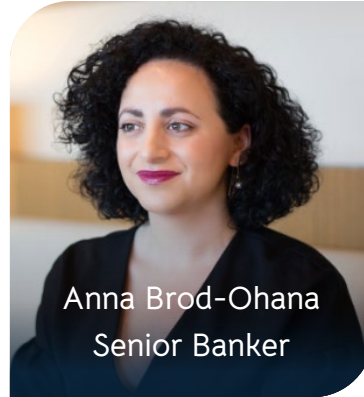
## Vincent O'Brien

Director of the International Chamber of Commerce (ICC UAE)  
Associate Director, Institute of International Banking Law and Practice (IIBLP)  
EBRD Consultant & Trainer (EBRD TFP)

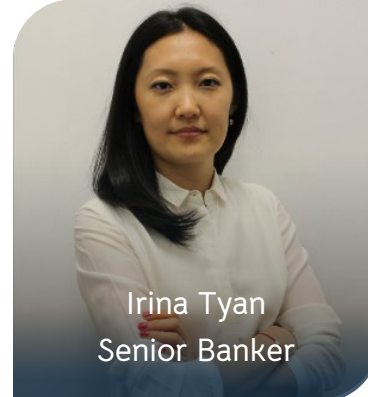
# Contacts



Shona Tatchell  
Head of TFP



Anna Brod-Ohana  
Senior Banker



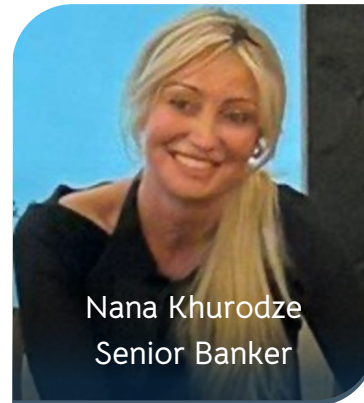
Irina Tyan  
Senior Banker



Jenny Stephensen  
Senior Banker



Marco Nindl  
Senior Banker



Nana Khurodze  
Senior Banker



Ikbol Hakimov  
Principal Banker

