

# EBRD Trade Facilitation Programme



European Bank  
for Reconstruction and Development

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The EBRD's Trade Facilitation Programme (TFP) was developed to promote and facilitate international trade to, from and within central and Eastern Europe, the Commonwealth of Independent States (CIS) and the southern and eastern Mediterranean (SEMED) region.

Under the TFP, guarantees are provided to international commercial banks (confirming banks), thereby covering the political and commercial payment risk of transactions undertaken by issuing banks in the EBRD regions. The TFP also facilitates trade by providing loans to partner banks to finance the trade transactions of their customers.

## Participating banks

The selection of banks is subject to the EBRD's approval and the signing of appropriate legal documentation. There are no costs or charges to join the TFP. There are currently more than 125 issuing banks in 28 economies participating in the TFP, working with over 800 confirming banks and their subsidiaries throughout the world.

### Issuing banks

The TFP is open to issuing banks registered in all the economies where the EBRD invests, including banks with majority foreign ownership and subsidiaries of foreign banks. Applications from banks interested in joining the TFP are reviewed by the EBRD after detailed due diligence. The main criteria for selection are:

- ▶ An appropriate level of financial standing

- ▶ Good corporate governance
- ▶ Clear shareholder structure.
- ▶ Willingness to establish or already established international trade finance business.

### Confirming banks

All international commercial banks that have an established record of trade finance operations with banks in the EBRD regions are eligible to

join the TFP as confirming banks.

Selected banks in the EBRD regions with experience in trade finance instruments can also act as confirming banks.

## In numbers

as of December 2022

**125+** issuing banks

in **28** economies

**800+** confirming banks

Total transaction value since 1999

**€32+ billion**

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## Case study: Supporting the import of soybean meal from Lithuania to Uzbekistan

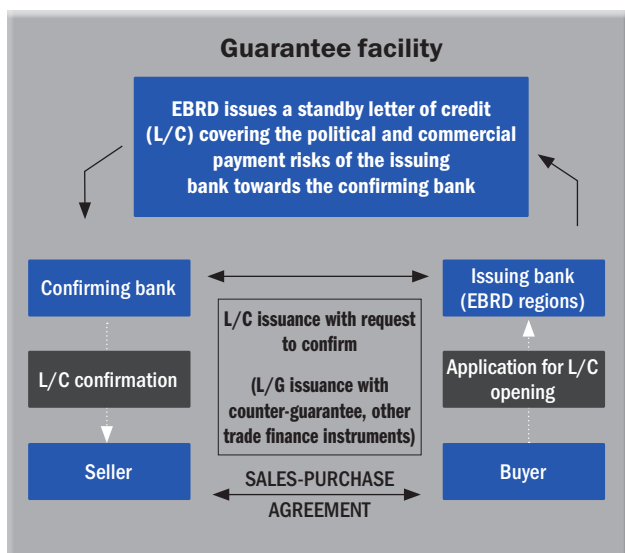
A leading manufacturer of premixes and compound feeds for birds and other farm animals in Uzbekistan signed a contract with a Lithuanian grain exporter to import soybean meal for the production of animal feed. To support this, an Uzbek bank under the TFP issued a letter of credit with deferred payment for €400,000, which was then confirmed by an Austrian confirming bank. The TFP guarantee covered 100 per cent of the political and commercial payment risks in favour of the Austrian confirming bank.



## Guarantees

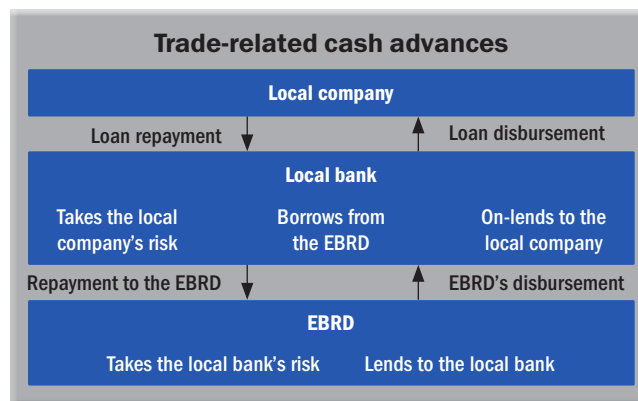
The TFP helps to guarantee any genuine trade transaction to, from and within the economies where the EBRD invests. The following instruments issued or guaranteed by participating banks may be secured by guarantees issued under the TFP:

- ▶ documentary letters of credit (LCs); trade-related standby LCs from issuing banks; deferred payment LCs; and LCs with post-financing advance payment bonds and payment guarantees
- ▶ bid and performance bonds and other contract guarantees
- ▶ trade-related promissory notes or bills of exchange.



## Trade-related cash advances – loans

The TFP also provides short-term cash advances to selected local banks and factoring companies in the EBRD regions for on-lending to local exporters, importers and distributors exclusively for pre- and post-shipment financing and other financing of working capital necessary for the performance of foreign trade contracts and domestic and international factoring operations.



## Goods and services covered

EBRD's TFP guarantees cover a wide range of goods and services including consumer goods, commodities, textiles, equipment, machinery and power supply, as well as construction and shipbuilding contracts, cross-border engineering projects and other services. Some environmentally sensitive activities may be considered subject to satisfactory completion of environmental review procedures and approvals.

EBRD TFP has stopped supporting fossil fuels, including oil and gas. As part of the Bank's Green Economy Transition approach the EBRD aims to fully align its activities with the Paris Agreement, promoting decarbonisation across its regions and helping economies to reach net-zero emissions by 2050. Exceptions include specific cases in Ukraine, Lebanon and Moldova.



## Case study: Importing a modern bottling line into Armenia

We supported a bank in Armenia in the import of a bottling line from an Italian producer of bottling systems, which was capable of bottling 20,000 recycled glass bottles per hour. The bank in Armenia issued a letter of credit with post finance in favour of an Italian confirming bank for €430,000, while the EBRD's guarantee covered 100 per cent of the political and commercial payment risks in favour of the confirming bank.