

# KITA X EBRD 중앙아시아 진출 전략 세미나

(2021.6.17. 해외건설정책지원센터)

## □ 개요

- 행사명: KITA X EBRD 중앙아시아 진출 전략 세미나
- 일시/장소: 2021. 6.16 (수) 16:00~17:00 / 웨비나 (Zoom 활용)
- 주최: 한국무역협회, EBRD (유럽부흥개발은행)

## □ 프로그램

시간		내용
16:00-16:10	'10	<input type="checkbox"/> 개회사 (조학희 한국무역협회 국제사업본부장) <input type="checkbox"/> 환영사 (Zsuzsanna Hargitai, Managing Director, Central Asia)
16:10-16:30	'20	<input type="checkbox"/> 중앙아시아 사업 기회 및 진출 환경 - 인프라 분야 진출 전략 및 사례 (Ekaterina Miroshnik, Director, Head of Infrastructure Eurasia) - 에너지 분야 진출 전략 및 사례 (Aida Sitdikova, Director, Head of Energy Eurasia)
16:30-17:00	'30	<input type="checkbox"/> 토론 및 질의 응답 - 좌장: 한국무역협회 국제사업본부장 - 패널 <ul style="list-style-type: none"> <li>• Zsuzsanna Hargitai, Managing Director, Central Asia</li> <li>• Ekaterina Miroshnik, Director, Head of Infrastructure Eurasia</li> <li>• Aida Sitdikova, Director, Head of Energy Eurasia</li> </ul>

## □ 주요 내용

### ○ 환영사

- EBRD는 키르기스스탄, 카자흐스탄, 몽골, 타지키스탄, 투르크메니스탄, 우즈베키스탄 등의 6개국 중앙아시아에 강한 현지 입지(local presence)를 가지고 있으며, 6개국은 각각 다른 경제발전 단계에 있으나 모두 큰 성장 잠재력을 가지고 있음
- 중앙아시아 시장은 EBRD의 최우선 순위(top priority) 지역 중 하나이며, 주된 사업 분야는 국유기업(SOEs) 사유화, PPP 법 제도 정립 등의 정책 개혁(policy reform)임
- 한국 투자자들은 녹색경제 및 기후회복력 있는 파이낸싱 (green economy and climate resilient financing), 디지털 전환 (digitalization), 거버넌스 개선(improving governance), 중앙아시아 지역 내 연계성 강화(regional connectivity) 등에 전략적 참여 가능
- 또한 EBRD는 첫째, 상업은행보다 한 발짝 앞서나가며 둘째, 고객 맞춤형 파이낸싱을 제공하고 셋째, 로컬 지식과 네트워크 기반으로 사업에 투자하는 것을 목표로 하고 있으며, 우즈베크의 시설원예 에너지 사업 등 신재생 에너지 관련하여 상업은행 및 투자자들과의 협조 융자(co-financing) 사업을 환영 함

### ○ 인프라 분야 진출 전략 및 사례

- EBRD는 중앙아시아 지역의 가장 큰 투자자이며, 1991년부터 1,470억 유로 규모의 5,984 건 사업에 투자해왔고, 민간 투자 규모(10%)는 작지만 증가 중
- 중앙아시아 지역에서는 도로, 보건, 폐수처리 부문과 전통적 공공조달 또는 PPP 사업의 형태가 예정사업(pipeline)의 큰 부분을 차지하

며, '녹색인프라(green infrastructure)' 테마는 각국 정부로부터 지지를 받고 있음

- 카자흐스탄 투자 기회

- 카자흐스탄 병원 현대화 프로그램 (Hospitals Modernisation Programme (HMP)은 40억불을 투자하여 19개 병원시설의 병상을 현대화하는 것이며, PPP 방식을 통한 재원조달이 핵심 ('21년 3분기 PPP 입찰 예정)
- 카자흐스탄 HMP 파일럿 PPP사업은 알마티(Almaty)시에 300개 병상 규모의 종합 병원을 건설·관리하는 1억~1.4억불 규모의 사업이며, AP(Availability Payment) 방식으로 진행될 예정 (입찰 서류 승인과정에 있으며 '21년 3분기 입찰확정 예정)

- 우즈베키스탄 투자 기회

- 우즈베크 타슈켄트(Tashkent)-사마르칸트(Samarkand) 도로 PPP사업은 '21년 상반기 내 예비타당성 조사 완료 후 구체적인 사업 타임라인 및 구조가 확정될 예정
- 우즈베크 타슈켄트(Tashkent)-안디잔(Andizhan) 도로 사업은 수도 타슈켄트와 인구밀집도가 가장 높은 페르가나 벨리(Fergana Valley)를 잇는 358km 길이의 도로 및 터널 건설 사업이며, 현재 예·타 완료 후 정부에서 PPP 방식 추진 여부 검토 중
- 사마르칸트(Samarkand), 부하라(Bukhara), 카쉬카다르야(Kashkadarya), 나망간(Namangan) 지역에서 진행될 수처리 사업 등이 있으며, 현재까지 한국 기업의 폐수처리 투자 사례가 없으므로 우수한 한국 기업의 EBRD 프로젝트 참여를 기대함
- 이외에도 타슈켄트 지역의 14개 공립 학교 설립, 타슈켄트 공항을 포함한 9개 지방 공항 현대화 및 운영 등이 pipeline 사업에

올라와 있으며, EBRD 홈페이지에서 자금시장 진출 정보를 얻을 수 있음

○ 에너지 분야 진출 전략 및 사례

- 중앙아시아 에너지 부문은 녹색 신재생 에너지를 지향하며, 현재까지 8억불 규모의 신재생 에너지 투자가 EBRD 차원에서 이루어짐
- '14년에서 '21년까지 이루어진 투자는 다음과 같으며 최근 중앙아시아 지역의 지속가능한 발전을 위한 친환경 사업 등 다양한 사업 기회가 존재하는 만큼 우수한 기술을 보유한 한국 기업의 EBRD 사업 참여를 기대함

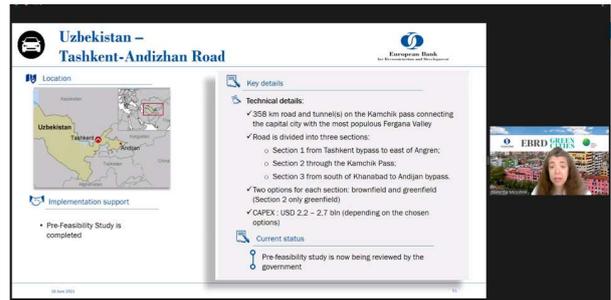
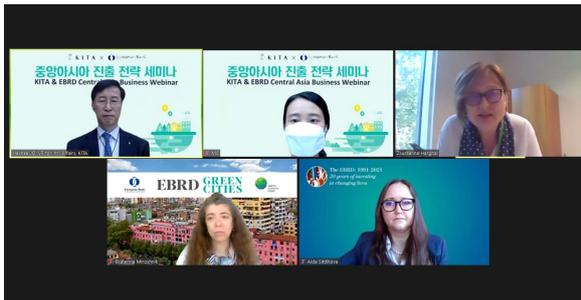


○ 질의 응답 및 토론

- 지방에는 여전히 상하수도 시설이 부족하며, 물 부문에서는 물 누출 탐지, 폐수처리 시설, 관개시설 등의 분야에 대한 니즈가 있음
- EBRD 사업 참여 조건은 투자 제안서에 따라 다르지만 통상적으로 매출규모 최소 1억불 이상의 기업이 참여 중이며, 매출규모, 재무상태 외에도 기존의 경력 또는 기술, 즉 해당 분야에 대한 포트폴리오가 중요함 (중앙아시아 지역 실적이 아니어도 상관없음)

- EBRD가 투자한 가장 큰 규모의 파이낸싱은 현재까지 2억불 규모의 사업이나, 투자 상한선(upper cap)은 투자 구조 (협조투자 비율, 에퀴티 비중) 등에 따라 달라질 가능성이 다분함
- EBRD의 공식적인 한국 연락 채널(contact point)은 없으나 한국무역협회를 통해 2-3페이지 투자 제안서 요약본을 전달하면 적극적으로 상담에 임하겠음
- 전기차 생산에 활용되는 리튬배터리 생산 공장 관련 사업은 EBRD가 매우 환영하는 사업이며 우수한 기술을 보유한 한국 기업의 참여를 기대함

## □ 세미나 사진



- 해외건설정책지원센터 -

끝.



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# **Delivering Infrastructure with EBRD Business Opportunities in Central Asia**

**Ekaterina Miroshnik, Director  
Head of Infrastructure Eurasia**

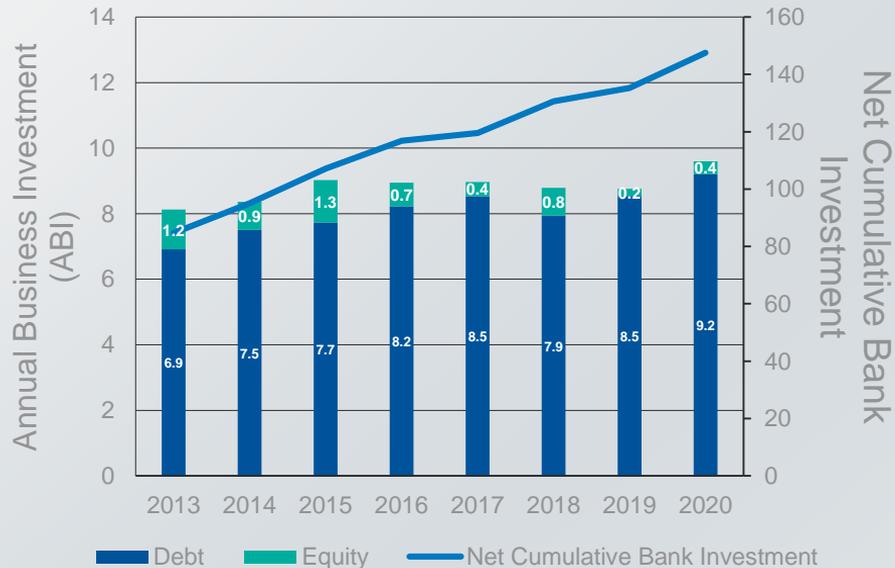
**16 June 2021**

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# About EBRD

## Largest investor in the region

Since 1991, EBRD invested over €147 billion in more than 5,984 projects



€11 billion

411 projects

Private sector accounted for share of 79%

Debt 84%

Equity 4%

Guarantees 12%

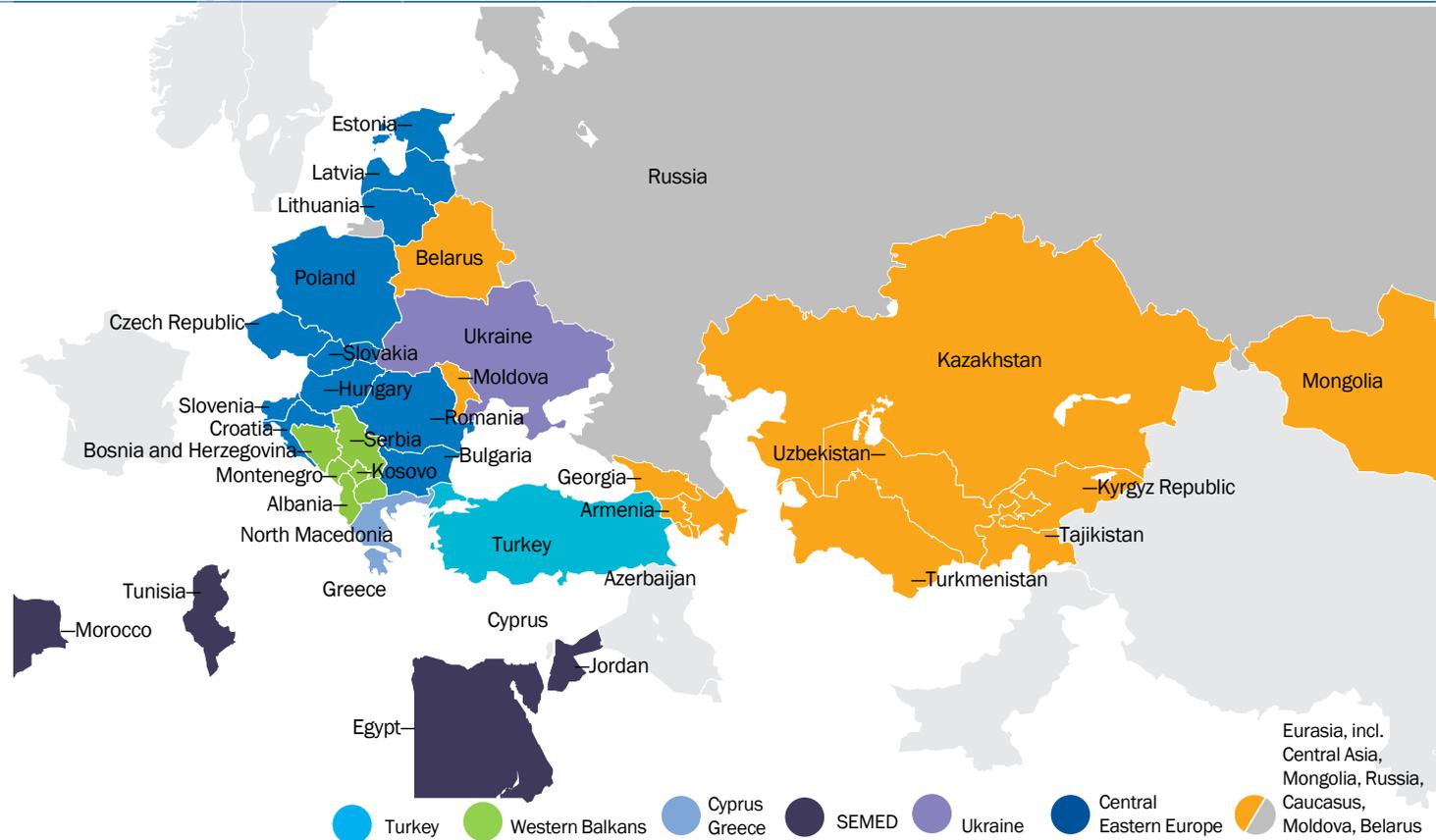
### EBRD Top 10 investee countries in 2020 (€m)

1	Turkey	1,675
2	Egypt	1,046
3	Ukraine	812
4	Greece	797
5	Poland	789
6	Morocco	742
7	Serbia	679
8	Georgia	618
9	Uzbekistan	429
10	Kazakhstan	403

# Where we invest – increasing footprint



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# EBRD Sustainable Infrastructure

INFRASTRUCTURE FINANCE AS OF MAY 2021	Total*	Eurasia**
Active portfolio operations	527	181
Portfolio	EUR 14,059 m	EUR 3,288 m
Non-sovereign share	36 per cent	18 per cent

## Total Infrastructure Investment

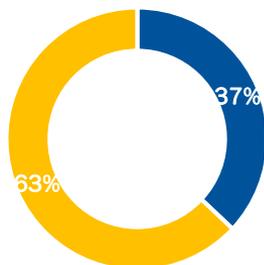



\* all countries including Russia \*\* excluding Russia

## Infrastructure Eurasia (excluding Russia)

### Portfolio by sector

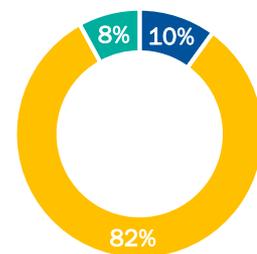
Share of current portfolio



■ Municipal...  
■ Transport

### Portfolio by type

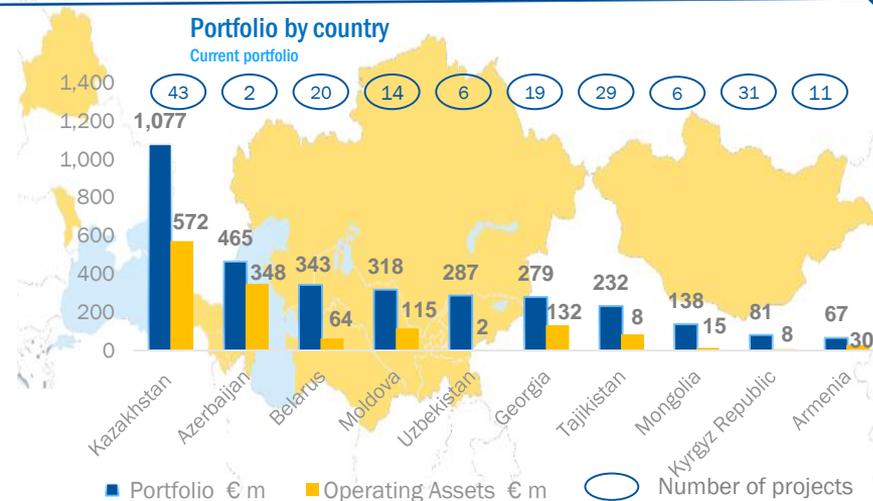
Share of current portfolio



■ Private  
■ Sovereign  
■ Sub-Sovereign

### Portfolio by country

Current portfolio





# Investment and contracting opportunities



# Central Asia

## Seeing the big picture



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### Kazakhstan

Population 18.5 mln  
GDP US\$ 213.3 bln  
Credit rating: BBB-

### Uzbekistan

Population 33.5 mln  
GDP US\$ 82.6 bln  
Credit rating: BB-



### Turkmenistan

Population 5.9 mln  
GDP US\$ 44.7 bln  
Credit rating: N/A

Enabling environment e.g. PPP legislation. **BAKAD**, the first PPP in Central Asia reached financial close in August 2020!

**+** Ambitious infrastructure development pipeline in the road, healthcare and wastewater treatment sectors (traditional public procurement and PPPs)

**Green infrastructure** is now a very common theme and supported by many governments in Central Asia

Large-scale projects are only possible with a recourse to sovereign

**—** Borrowing capacity of the states may be severely affected by the ongoing COVID crisis

Infrastructure user charges in many sectors remain below cost recovery levels and tariff regulation is hard to rely on for long-term investors



# Kazakhstan – Hospitals Modernisation Programme (HMP)



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## Location



## Implementation support

- Health planning
- Technical, legal, financial and environmental feasibility study for hospitals
- Institutional Support to the Ministry of healthcare in PPP capacity building



## Key details



**Project description:** The programme covers development of 19 hospital facilities to modernise 40% of Kazakhstan's bed capacity by 2025



**Investments:** USD 4 bln programme will be financed using PPP (Facility Management - FM) models or USPs or via DBOM contracts on a sovereign basis



**Grantor:** Ministry of Health



**Programme's benefits:**

- ✓ Modernisation of existing bed capacity up to the international standards
- ✓ Development of brand-new healthcare facilities appropriately responding to the healthcare needs in the respective regions
- ✓ Implementation of the innovative DBOM contracts and strengthening PPP in facility management



## Current status

Flagship is Almaty University (Asfendiyarova) PPP (tender expected in Q3 2021)



# Kazakhstan – HMP Pilot

## Asfendiyarova Hospital PPP



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### Location



### Implementation support

- Consultancy support for project preparation is provided by KPPF, local publicly owned PPP advisor and IPPF
- Tender documentation was prepared by KPPF, and was revised by international consultants hired under IPPF management



### Key details



**Project description:** Construction and facility management of multidisciplinary hospital in Almaty city (population around 2 million) for 300 beds (medical services will be provided by National Medical University)



**Investments:** USD 100-140 million (including contingencies, excluding VAT)



**Grantor:** Ministry of Health



**Project's benefits:** First facility management (FM) PPP project in Central Asia



**Key terms:** Contract type: DBFM; Term: 18 years; Availability payment for facility management; Revenues from non-clinical commercial services



### Current status

- Tender documentation is at Government approval stage
- Tender announcement is expected in Q2 2021



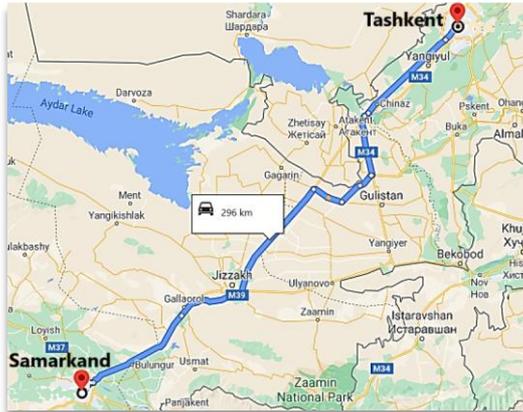
# Uzbekistan – Tashkent-Samarkand Road PPP



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## Location



## Implementation support

- Phase-zero is completed (preliminary assessment of the feasibility, visual inspection of the road)
- Pre-Feasibility Study consultant is hired



## Key details



### Technical details:

- ✓ Three alignment options are considered: complete new alignment, reconstruction with bypasses and reconstruction of existing road;
- ✓ Preliminary CAPEX estimations: EUR 1,3 – 2,0 bln (to be confirmed by the results of Pre-Feasibility Study);
- ✓ Project phasing (different contracts for the sections) is under consideration and shall be finalized after Pre-Feasibility stage;
- ✓ Road category I-a, Designed Speed – 150 km / h;
- ✓ Total length, km – 277-305;
- ✓ Number of lanes – 4;
- ✓ Length of major bridges and overpasses, km – 5-8;
- ✓ Number of underpasses – 109-112;
- ✓ Number of petrol and service stations, recreation areas, road maintenance divisions – 53-61.



### Current status



- Pre-FS will be completed in H1 2021. Then the project timeline and project structure will be defined



# Uzbekistan – Tashkent-Andizhan Road



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## Location



## Implementation support

- Pre-Feasibility Study is completed



## Key details



### Technical details:

- ✓ 358 km road and tunnel(s) on the Kamchik pass connecting the capital city with the most populous Fergana Valley
- ✓ Road is divided into three sections:
  - Section 1 from Tashkent bypass to east of Angren;
  - Section 2 through the Kamchik Pass;
  - Section 3 from south of Khanabad to Andijan bypass.
- ✓ Two options for each section: brownfield and greenfield (Section 2 only greenfield)
- ✓ CAPEX : USD 2,2 – 2,7 bln (depending on the chosen options)



## Current status



Pre-feasibility study is now being reviewed by the government



## Water Supply and Sewerage PPPs

- in Samarkand, Bukhara, Kashkadarya and Namangan regions
- The projects' preparation is supported by ADB
- Namangan Waste Water Treatment Plant is at the most advanced stage. EoI were received from 23 companies. Pre-qualification results - 5 consortia pre-qualified.



## Public schools

- 14 public schools in different districts of Tashkent City and Tashkent Region
- The project preparation is supported by ADB. The project is at an early stage.

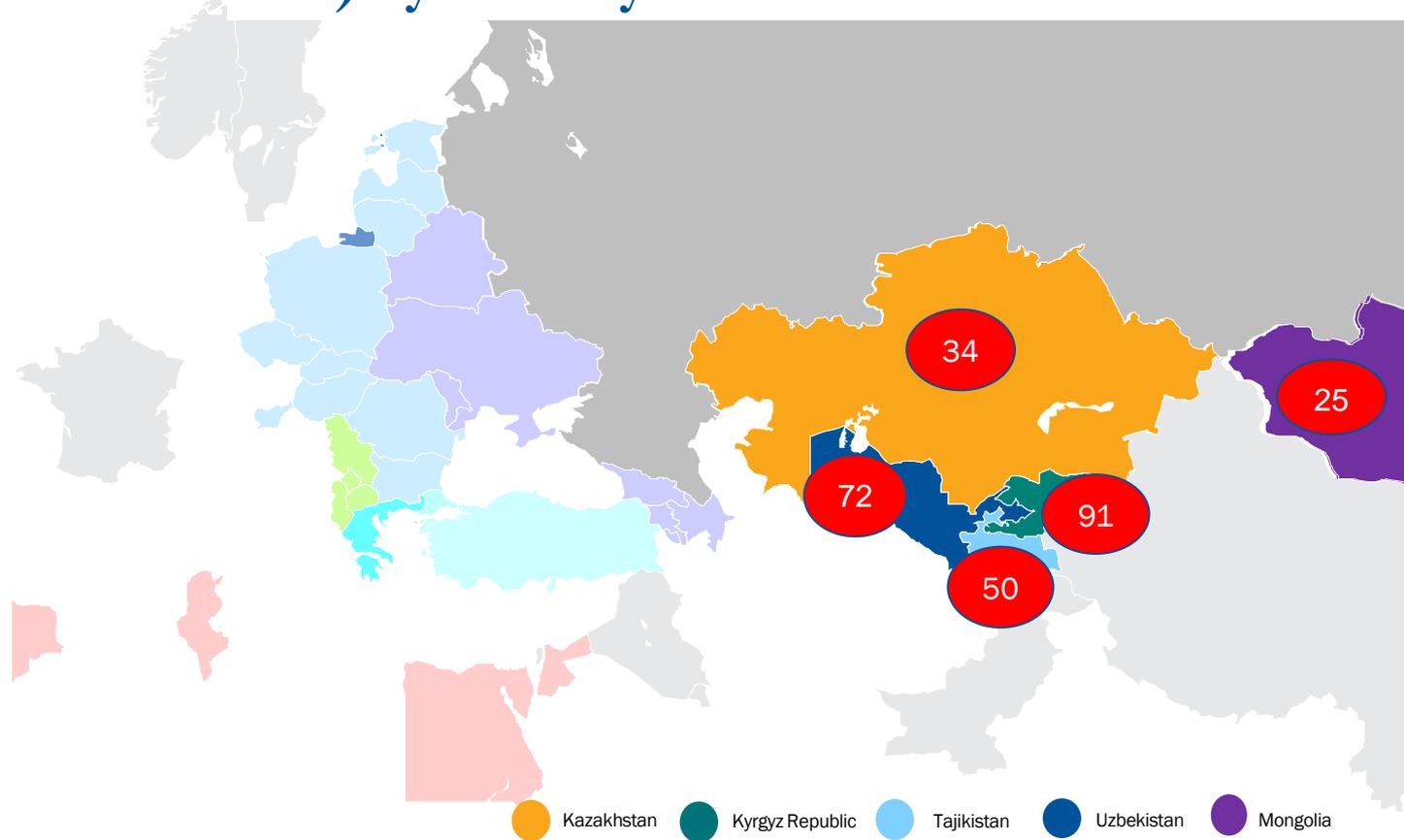


## Modernisation and operation of Tashkent Airport as well as nine regional airports in Urgench, Bukhara, Nukus, Fergana, Namangan, Termez, Navoi, Andizhan and Karshi.

- Strategic options analysis (which airports should be bundled, which procurement option will be the most optimal, etc.) is under way.



# Current infrastructure procurement opportunities (goods and services) by country



# Current procurement opportunities by sub-sector

SOLID WASTE



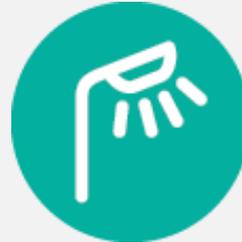
26

WATER/WASTEWATER



180

STREET LIGHTING



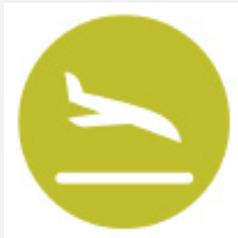
8

DISTRICT HEATING



24

AVIATION



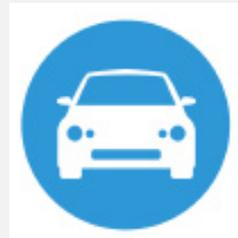
7

RAIL



6

ROADS



10

URBAN TRANSPORT



11

# Consultancy Opportunities by sector

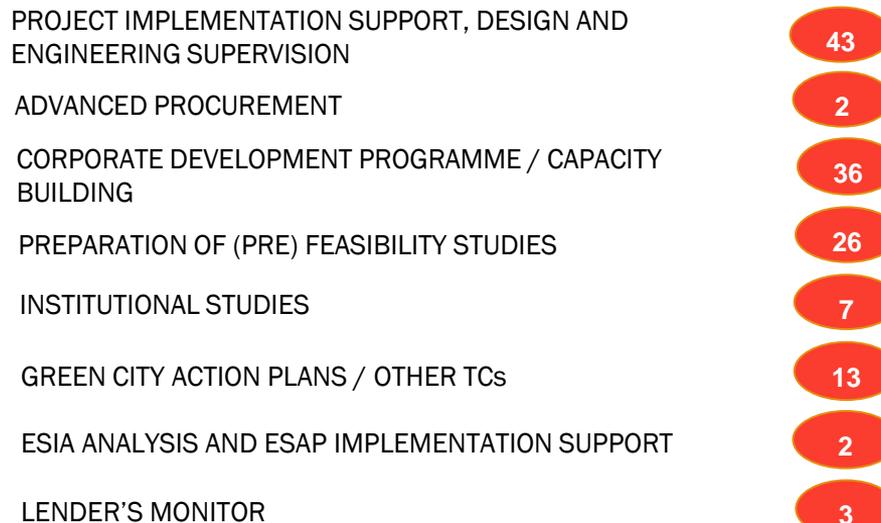


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## by sub-sector



## by service type



## by year\*

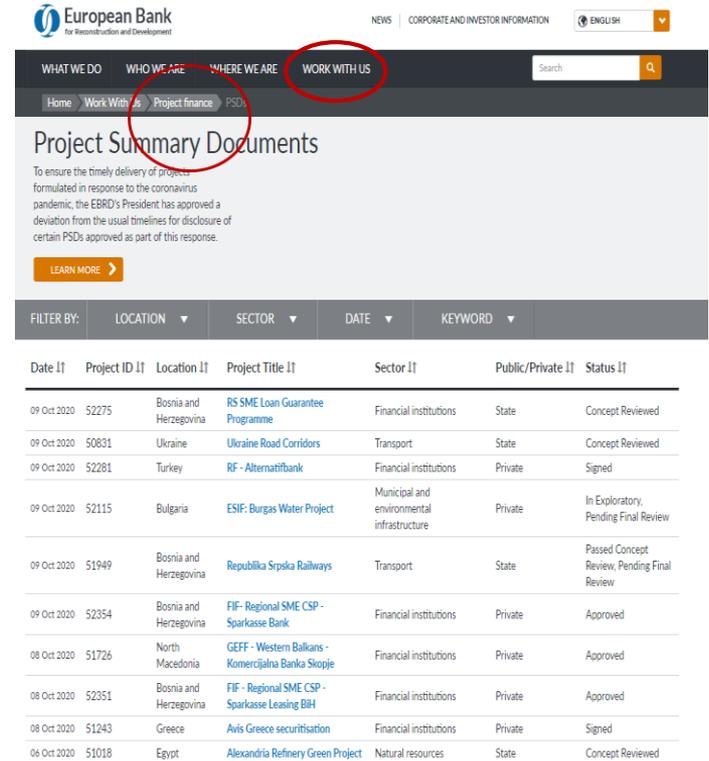


\* preliminary

# Where to find EBRD procurement opportunities

## WHAT TO LOOK FOR ON WWW.EBRD.COM

- Project Summary Documents <http://www.ebrd.com/work-with-us/project-finance/project-summary-documents.html>
- General Procurement Notices
- Invitation for Prequalification or for tender <http://www.ebrd.com/work-with-us/procurement/notices.html?1=1&filterContract=Project goods, works and services>
- Consultants: <https://eselection.ebrd.com/suite/apps>



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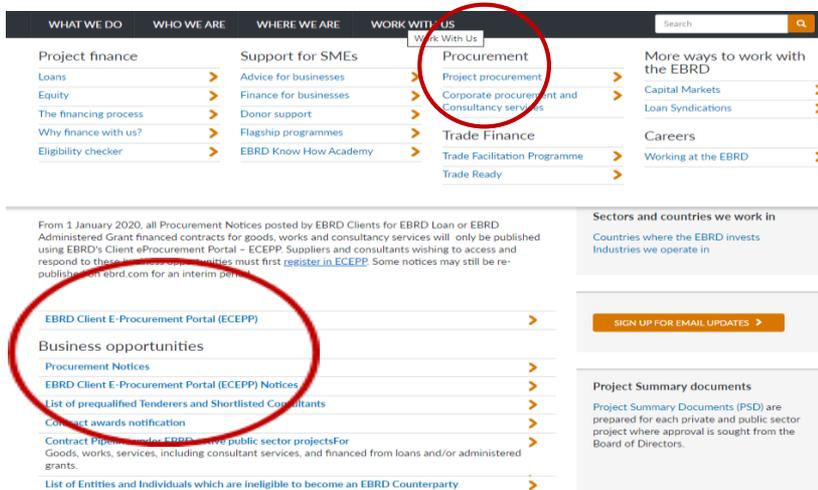
### Project Summary Documents

To ensure the timely delivery of projects formulated in response to the coronavirus pandemic, the EBRD's President has approved a deviation from the usual timelines for disclosure of certain PSDs approved as part of this response.

LEARN MORE

FILTER BY: LOCATION | SECTOR | DATE | KEYWORD

Date	Project ID	Location	Project Title	Sector	Public/Private	Status
09 Oct 2020	52275	Bosnia and Herzegovina	RS SME Loan Guarantee Programme	Financial institutions	State	Concept Reviewed
09 Oct 2020	50831	Ukraine	Ukraine Road Corridors	Transport	State	Concept Reviewed
09 Oct 2020	52281	Turkey	RF - Alternatifbank	Financial institutions	Private	Signed
09 Oct 2020	52115	Bulgaria	ESIF: Burgas Water Project	Municipal and environmental infrastructure	Private	In Exploratory, Pending Final Review
09 Oct 2020	51949	Bosnia and Herzegovina	Republika Srpska Railways	Transport	State	Passed Concept Review, Pending Final Review
09 Oct 2020	52354	Bosnia and Herzegovina	FIF - Regional SME CSP - Sparkasse Bank	Financial institutions	Private	Approved
08 Oct 2020	51726	North Macedonia	GEFF - Western Balkans - Komercijalna Banka Skopje	Financial institutions	Private	Approved
08 Oct 2020	52351	Bosnia and Herzegovina	FIF - Regional SME CSP - Sparkasse Leasing BiH	Financial institutions	Private	Approved
08 Oct 2020	51243	Greece	Avis Greece securitisation	Financial institutions	Private	Signed
06 Oct 2020	51018	Egypt	Alexandria Refinery Green Project	Natural resources	State	Concept Reviewed



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Project finance | Support for SMEs | **Procurement** | More ways to work with the EBRD

Loans | Advice for businesses | Project procurement | Capital Markets

Equity | Finance for businesses | Corporate procurement and Loan Syndications

The financing process | Donor support | Consultancy services

Why finance with us? | Flagship programmes | Trade Finance | Careers

Eligibility checker | EBRD Know How Academy | Trade Facilitation Programme | Working at the EBRD

Trade Ready

From 1 January 2020, all Procurement Notices posted by EBRD Clients for EBRD Loan or EBRD Administered Grant financed contracts for goods, works and consultancy services will only be published using EBRD's Client eProcurement Portal – ECEPP. Suppliers and consultants wishing to access and respond to these procurement opportunities must first register in ECEPP. Some notices may still be re-published on ebrd.com for an interim period.

Sectors and countries we work in  
Countries where the EBRD invests  
Industries we operate in

SIGN UP FOR EMAIL UPDATES

Project Summary documents  
Project Summary Documents (PSD) are prepared for each private and public sector project where approval is sought from the Board of Directors.

**Business opportunities**

- EBRD Client E-Procurement Portal (ECEPP)
- Procurement Notices
- EBRD Client E-Procurement Portal (ECEPP) Notices
- List of prequalified Tenderers and Shortlisted Consultants
- Contract awards notification
- Contract Preparation under EBRD loans public sector projects/For Goods, works, services, including consultant services, and financed from loans and/or administered grants.
- List of Entities and Individuals which are ineligible to become an EBRD Counterparty

# Contact Details



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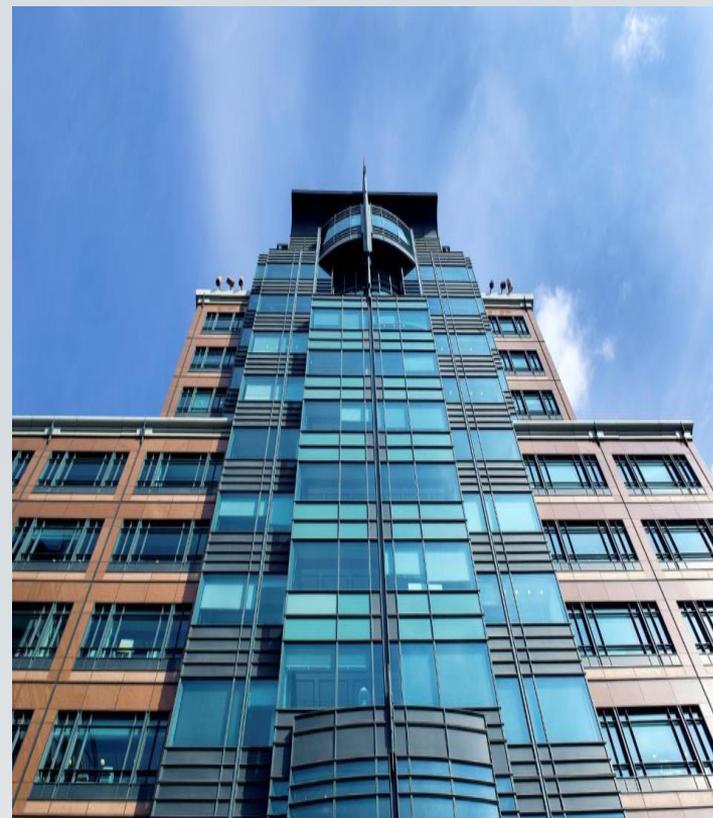


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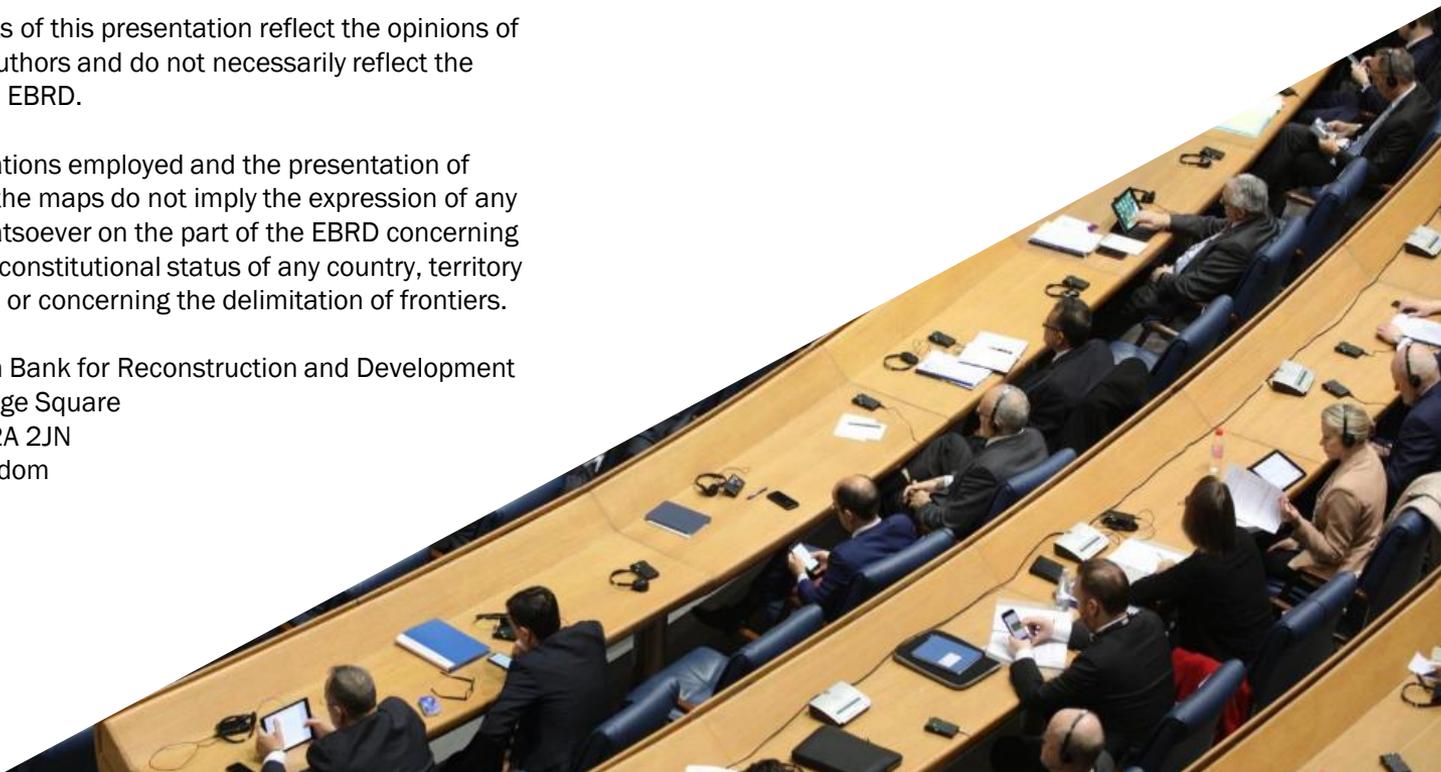


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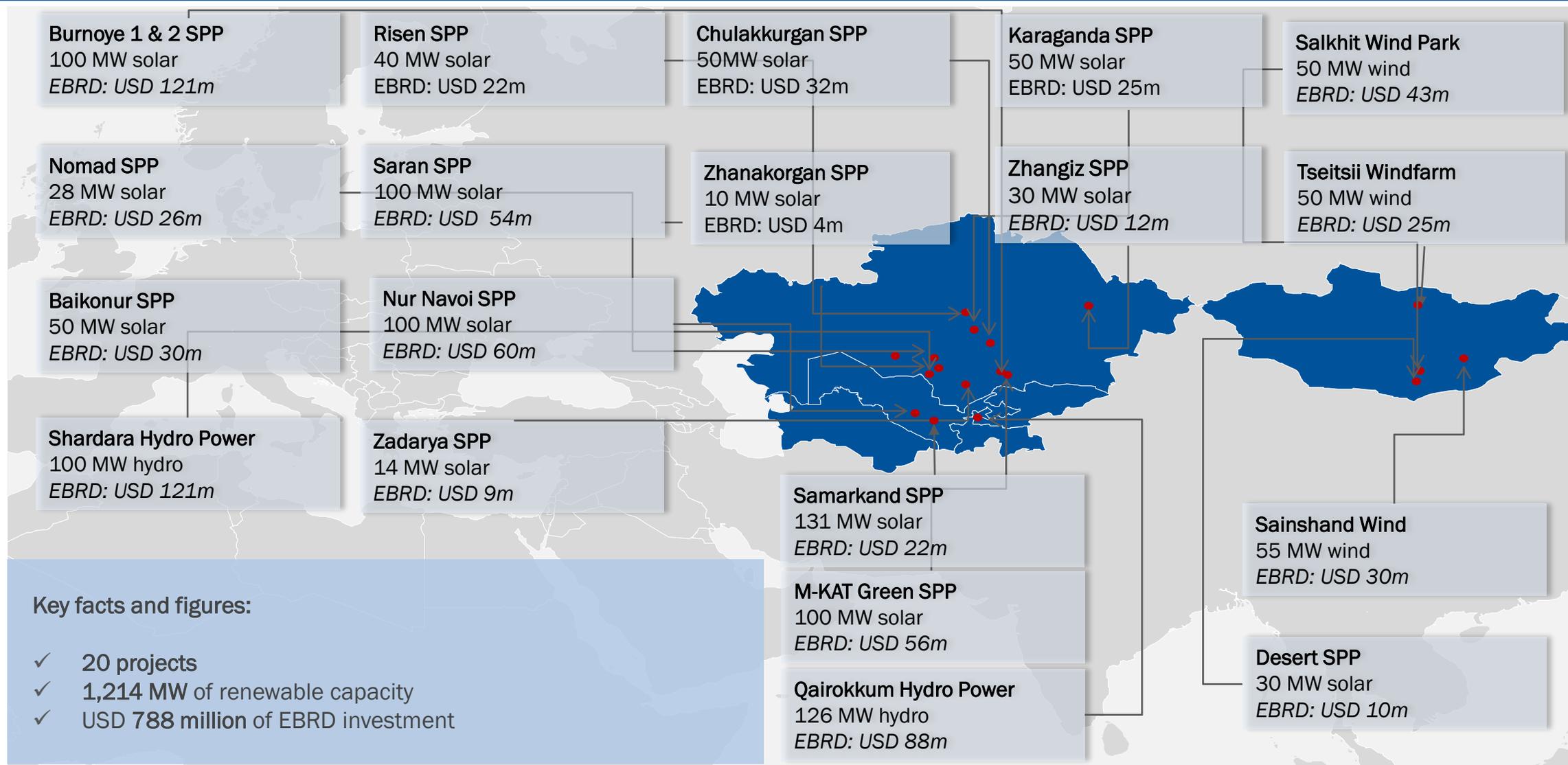


# EBRD investments in renewables in Central Asia

2014-2021



European Bank  
for Reconstruction and Development



## Key facts and figures:

- ✓ 20 projects
- ✓ 1,214 MW of renewable capacity
- ✓ USD 788 million of EBRD investment