

Owned by 61 countries and two intergovernmental institutions namely the European Union (EU) and European Investment Bank (EIB), the European Bank for Reconstruction and Development (EBRD) maintains a close political dialogue with governments, authorities and representatives of civil society to promote its goals. In all its operations the EBRD follows the highest standards of corporate governance, sustainable development and is committed to a rigorous public information policy.

EBRD is the single largest investor in Eastern Europe, Central Asia and the Commonwealth of Independent States (CIS). Since 1991, the EBRD has invested €47.7 billion, in over 2,800 projects. The Bank has a capital base of over €20 billion. In 2009, the Bank committed €7.9 billion in 311 projects spreading across its countries of operations.

This seminar will highlight

- How to identify business opportunities with the EBRD
- EBRD's procurement and consulting processes and procedures
- Tips for winning contracts/ subcontracts
- Case studies of specific procurement bids

Who should attend

This seminar aims to provide an insight into how the EBRD functions, and guide Singapore-based companies on how to successfully compete and bid for contracts/ subcontracts worth billions of dollars throughout Europe and Central Asia.

- Business Development Professionals
- Investment Professionals
- Companies and individuals interested in general goods, civil works such as infrastructure, urban solutions, environment solutions and water solutions etc ought to attend.

## Seminar on Doing Business with the European Bank for Reconstruction and Development (EBRD)

### Seminar Details

Date Wednesday - Thursday, 28-29 April 2010

Time 9.00am- 4.00pm (Day 1)  
10.00am-4.00pm (Day 2)

Venue International Enterprise Singapore  
230 Victoria Street, Bugis Junction  
Office Towers  
#10-00, Little Red Dot  
Singapore 188024

Dress Code Business Attire

Fee S\$50 nett (ieconnect, SICC, SCCCI, SBF, SMa, SMCCI, SICCI, ASME members)

S\$70 nett (non-members)

Please see programme and registration form attached.

Organised by



# Seminar on Doing Business with the European Bank for Reconstruction and Development (EBRD)

## About the organizers

### International Enterprise Singapore

International Enterprise (IE) Singapore is a government agency promoting the overseas growth of Singapore-based enterprises and international trade.

Our mission is to promote the overseas growth of Singapore-based enterprises and international trade. With a global network in over 30 locations and our 3C framework of assistance – Connections, Competency, Capital, we offer services to help enterprises export, develop business capabilities, find overseas partners and enter new markets. At the same time, we work to position Singapore as a base for foreign businesses to expand into the region in partnership with Singapore-based companies.

Please visit [www.iesingapore.com](http://www.iesingapore.com) for more information.

### The European Bank for Reconstruction and Development

The European Bank for Reconstruction and Development (EBRD) is an international financial institution that supports projects in 29 countries from Central Europe to Central Asia. Investing primarily in private sector clients whose needs cannot be fully met by the market, the Bank promotes entrepreneurship and fosters transition towards open and democratic market economies.

The EBRD is the largest single investor in the region and mobilizes significant foreign direct investment into its countries of operations. The Bank invests mainly in private enterprises, usually together with commercial partners. It provides project financing for the financial sector and the real economy, both new ventures and investments in existing companies. It also works with publicly-owned companies to support privatization, restructuring of state-owned firms and improvement of municipal services.

# Seminar on Doing Business with the European Bank for Reconstruction and Development (EBRD)

## PROGRAMME

### Day 1 Wednesday, 28 April (Main Procurement Seminar)

- 0900 Registration
- 0930 Welcome Remarks by IE Singapore's Assistant Chief Executive Officer Ms Kathy Lai
- 0935 Introduction to IE Singapore and the International Organizations Group
- 0945 **Introduction to EBRD followed by presentation on "Business Opportunities in Eastern Europe - Reaping the Benefits of Economic Recovery"**  
by Mr Thomas Maier, Managing Director of Infrastructure, EBRD and Ms Jane Kieran, Technical Cooperation Analyst, Municipal Environmental Infrastructure Team.
- 1015 Tea Break
- 1030 **"Selection and Engagement of Consultants"**  
by Mr Andrea Baldan, Senior Advisor, EBRD
- 1115 Question and Answer
- 1200 Lunch
- 1400 **1-to-1 consultations**
- 1600 End

### Day 2 Thursday, 29 April

- 1000 **1-to-1 consultations**
- 1200 Lunch
- 1400 **1-to-1 consultations**
- 1600 End

# PARTICIPATION FORM

## Participant Information

Name

Job title / Description

Company Name

Address

Tel / Fax

Email

### Please circle your company's area of interest

- Goods & Civil Works: supplier, manufacturers, contractors
- Consulting Services
- Private sector operations: syndicated loans, political risk guarantees, partial credit guarantees

### Registration for 1-to-1 Consultations\*

Please indicate the type of advice you require & on which day (IE Singapore will notify you the allocated time later; each allocated time slot is 30 minutes)

Wednesday, 28 April 2010

- Procurement of Goods & Services
- Procurement of Consulting Services
- Private Sector Financing

Thursday, 29 April 2010

- Procurement of Goods & Services
- Procurement of Consulting Services
- Private Sector Financing

## Seminar on Doing Business with the European Bank for Reconstruction and Development (EBRD)

### Registration

If you are interested in attending this event, please:

- Register online at [www.iesingapore.com](http://www.iesingapore.com) under the Events section; OR

- Fax / Email the completed registration form by Friday, 19 February 2010 to:

### Ms Rahim Nurshimah

+ 65 6433 4798 tel  
+ 65 6337 6898 fax  
[rahim\\_nurshimah@iesingapore.gov.sg](mailto:rahim_nurshimah@iesingapore.gov.sg)

### Cheque Payment

Cheques should be made payable to **International Enterprise Singapore**.

Please indicate your name, contact details and event name on the reverse side of the cheque.

Cheques must reach us by **Wednesday, 21 April 2010**.

Please mail your cheque to:

Ms Rahim Nurshimah  
International Enterprise Singapore  
230 Victoria Street #10-00  
Bugis Junction Office Tower  
Singapore 188024

### Credit Card Payment (Visa or Mastercard)

Credit Card No.

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Cardholder's Name

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Signature

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Card Expiry Date

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Billing Address

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\* Each 1-to-1 consultation will last about 55 min. As the sessions are limited, interested companies are advised to indicate their preferred slots earliest possible. Please note that the sessions are by appointment only and on a **first-come-first-serve basis**. To register for the 1-to-1 meeting, please complete the attached document and mail it to Ms Rahim Nurshimah at [rahim\\_nurshimah@iesingapore.gov.sg](mailto:rahim_nurshimah@iesingapore.gov.sg) by **21 Apr 2010**.