



European Bank
for Reconstruction and Development



Food and Agriculture
Organization of the
United Nations



Supported by the European Union

Webinar on Food Safety in Egyptian agricultural exports - 16 Nov

*EBRD-FAO TC project supported by the EU
under the Trade and Competitiveness Programme*

EBRD Financing for Agribusiness SMEs

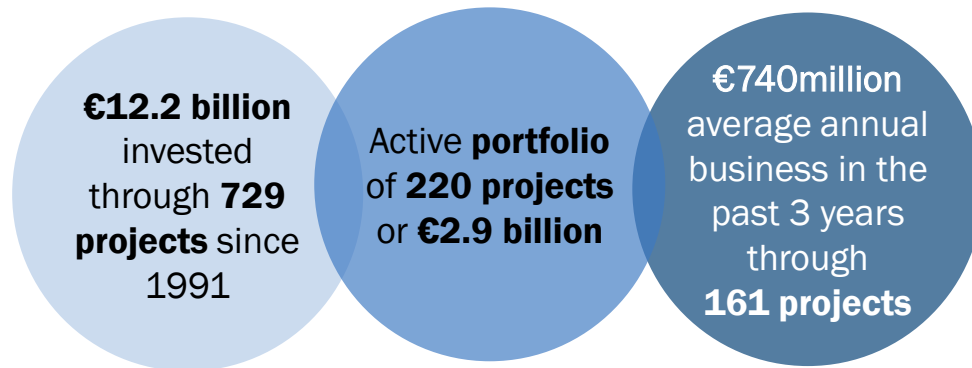
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Snapshot across all EBRD countries of operation



Supporting agribusinesses in

- Improving resource efficiency
- Introducing new products & technologies
- Improving safety & quality standards
- Increasing competitiveness
- Accessing markets

Partnerships with FAO and the EU

Investing along the agribusiness value chain



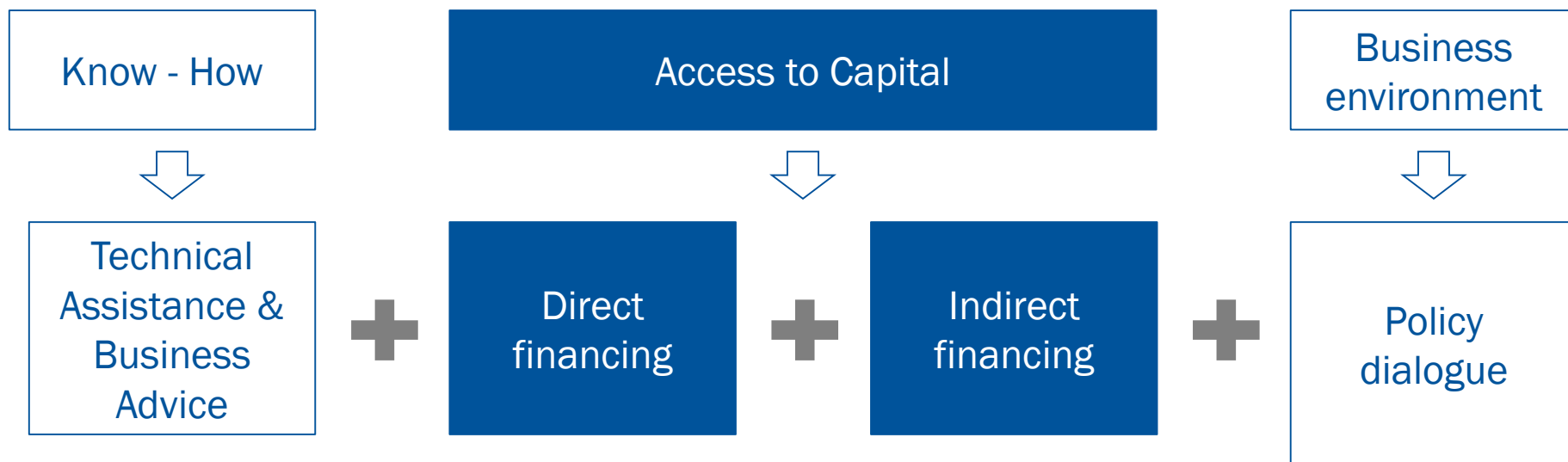
Investing in all sectors in Egypt

EBRD invested **€1.2 billion** in Egypt in 2019 in all sectors including sustainable infrastructure, agribusiness, industry and commerce, and financial institutions.

Support for SMEs



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SME (EU Definition)

Up to EUR 50mn in revenues & up to 250 Employees

SME Direct Lending - Debt

Type	Senior secured/unsecured loan; Subordinated note; Mezzanine
Size	€1 million - €10 million
Tenor	< 1 year (short term); 5 – 7 years (long term)
Interest	Floating rate; Fixed rate
Currency	Local and foreign (EGP, USD, EUR, GBP)

Products flexibly tailored to our partners

Investment Grants for SMEs



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Under the **EU-funded Trade and Competitiveness Programme**, the EBRD supports the competitiveness and growth of SMEs in Egypt.

SMEs receiving EBRD financing can access **Investment Grants** of up to 15% of a capex investment (to purchase new machinery/equipment) if they meet the **eligibility criteria**:

Revenues	✓ Up to EUR 50 million
Employees	✓ Up to 250 employees
Ownership & Registration	✓ Private sector companies registered & operating in Egypt
Industries	✓ Agribusiness, manufacturing and services, logistics & distribution, and information & communication technologies
Value Chain	✓ Part of a value chain where they act either as a supplier or a buyer of products or services
Capex investment	✓ Investment grants can support the capex investment component

Case study: Supporting fruit exports



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Signed in
2018



- **El Roda** is an Egyptian SME that produces and sells fresh fruits and vegetables for export and local markets
- The EBRD provided a **GBP 1.8 million loan** to support the purchase of new patented grape varieties and irrigation systems and to extend the pack-house.
- The Project enabled the Company to **expand their production, increase energy efficiency, boost exports and revenue.**
- Under the EU-funded Trade and Competitiveness Program the Company received an **investment grant of up to 15% of the EBRD financing** for the capex investment



Technical Assistance

- Support to companies to identify and implement resource efficiency investments and sustainable practices.
- E.g. Resource efficiency audits, feasibility studies, sustainability certification etc.
- EBRD can cover up to 80% of costs in the context of an EBRD investment

Investment Grants:

Finance and Technology Transfer Centre for Climate Change (FINTECC)

- **cashback grants** to support companies to implement **advanced climate technologies**
- **up to 25%** of the cost of eligible technologies
- **up to EUR 400,000** along with an EBRD investment
- E.g. drip irrigation systems, hydroponic agriculture, off-grid, small scale renewable energy systems (PV, biomass, etc.), sustainable production lines, efficient cold storage, waste and water recycling technologies, etc.



Providing **business advice** in a wide range of areas in all governorates; projects are tailored to the needs of each client:

- Advisory projects are offered through **local or international advisors**
- **Over 800 SMEs** in Egypt supported, about **20% in agribusiness**
- Areas of support include strategy, marketing, operations, resource efficiency, ICT, quality and environmental management, accounting and financial reporting

Enterprise eligibility

- Autonomous private companies - locally owned (51% Egyptian ownership)
- Number of **employees < 250** and **Turnover < € 50 million**
- For International advisors: project value is €50,000 and client contribution 15%

www.ebrd.com/knowhow

Thank you for your attention



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