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**Capital Development Initiative**

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**FINANCING GUIDE FOR  
CENTRAL AND EASTERN  
EUROPE**

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Prepared for:  
**Office of Enterprise Development  
Bureau for Europe and New Independent States  
U.S. Agency for International Development**

Prepared by:  
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**The purpose of this guide is to provide potential investors in Central and Eastern Europe with a reference to possible sources of finance and related support for their projects. The listing of a company or an institution in this document does not in any way constitute an endorsement of the company or institution by the Agency for International Development.**

## INTRODUCTION

### i) Focus

The purpose of this guide is provide potential investors in Central and Eastern Europe (CEE) with a ready reference to possible sources of finance and related support for their projects. The guide is particularly concerned with the energy, environmental, and telecommunications sectors covered by USAID's Capital Development Initiative (CDI). However, it can of course be used by potential investors in other non-related industries. The guide concentrates upon potential sources of finance for investments by U.S. companies (either singly or in joint venture with local partners), and its geographical focus is the Czech Republic, Hungary, Poland and the Slovak Republic where most of the region's investment activity is presently taking place.

### ii) Overview

As the countries of Central and Eastern Europe continue to evolve from planned to market economies, their capital requirements, in the form of both loans and equity, as well as related services continue to increase. Some financial assistance for sound, private sector investment comes from external sources such as the U.S. Government, multilateral institutions, and private commercial and investment banks. Nevertheless, there is a gap between worthy projects in the region and sources to finance these projects.

In addition many private sector entities are more interested in advising prospective investors and arranging financing than in providing the requisite funds particularly for smaller and medium sized enterprises where the credit risks are greatest. Of the activities supported by private sector sources, most involve larger projects where partners are Western and projected cash flows generate hard currency. By focusing on such projects, the private sector sources ensure profitability and mitigate the risk associated with long payback periods for infrastructure capital investments. Another factor that contributes to fewer private sector loans in the region is the large number of unpaid and re-scheduled loans made by Western sources to the former regimes. A portion of this gap is filled by U.S. funded entities, bilateral agencies and multilateral organizations who encourage investments in CEE by assuming a portion of a project's risk (a number of these organizations are listed under the **U.S. Government Sources** and **Multilateral Sources** sections of the guide).

At present, the indigenous banks are not readily filling this gap. Few local or regional banks aggressively pursue finance projects that require long-term commitments. Reasons for the local banks' reluctance include a large existing portfolio of bad loans, an inability to properly analyze project finance credits, and inadequate returns to compensate for risk. For example, these banks receive equal returns by investing in government securities or providing trade related and other services than they do from

project financing. However, a positive trend is emerging. With the assistance of foreign advisors, many indigenous banks are quickly moving up the learning curve and will, it is expected, become more active in the project finance arena in the near future.

This source book is an indication of potential sources of financial support available to investors in the region, and not a complete listing. The book will be updated regularly as the region's market dynamics change and additional sources of financing become available.

To add or change information on an organization for the next edition of this guide, or for information about the CDI program, please contact Coopers & Lybrand.

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## U.S. GOVERNMENT SOURCES

### i) Overseas Private Investment Corporation

The Overseas Private Investment Corporation is a self-sustaining, independent agency of the U.S. Government that promotes economic growth in developing countries by encouraging U.S. private investment. OPIC (1) assists in financing investments through direct loans and/or loan guarantees; (2) insures investments against a broad range of political risks; (3) operates an investor locator service, and (4) provides grants up to \$150,000 for feasibility studies. Regional countries currently covered are The Czech and Slovak Republics, Poland, Albania, Hungary, Bulgaria, Lithuania, Latvia, Romania, and Estonia.

Two examples of OPIC assistance are (1) all-risk guarantees, issued to U.S. financial institutions and normally range from \$2 million to \$50 million and (2) OPIC's direct loans, reserved for foreign projects by small U.S. businesses range from \$500,000 to \$6 million. Recently OPIC announced that for suitable projects in the East European region it would seek to increase its all-risk guarantees to \$200 million. As a rule, maximum OPIC participation is 50 percent of the total costs for a new venture and up to 75 percent of an expansion.

An example of OPIC assistance specifically targeted to Central Europe is The Polish Partners Fund. The fund will initially be in the \$40 to \$50 million range for private sector projects in Poland. Later it may be increased to \$65 million. Investments are expected to be in the \$2-5 million range and projects for consideration must be economically viable and meet current guidelines. For additional information on the fund, please refer to Company Assistance, Ltd., on page 25, and to the Global Environment Emerging Markets Fund on page 27.

OPIC offers insurance to cover a variety of risks. Such risks include expropriation, currency inconvertibility, and losses due to political violence, war, and civil disturbances.

OPIC's Central & Eastern European Growth Fund is underwritten by OPIC, managed by Salomon Brothers, and owned privately. The Fund invests in new companies, established companies planning to expand, and state-owned companies being privatized. By raising capital to finance productive business enterprises in Eastern Europe, the Fund will generate new economic activity, private-sector growth, and employment opportunities.

OPIC's Project Development Program provides eligible U.S. investors with up to 50 percent (75 percent for small businesses) of their total costs of conducting market entry assessment, developing business plans, implementing pilot projects, and conducting feasibility studies. Ernst & Young's International Finance and Investment Consulting Service is administering the program: 1225 Connecticut Avenue, NW, Washington, DC 20036; ph: (202) 775-6439; fax: (202) 862-6399.

Key contacts:

WASHINGTON

Robert Draggon, Vice President, Finance

202-336-8480

Fax: 202-408 9866

Mac Johnston, Vice President, Insurance

202-336-8580

Fax: 202-408-5142

ii) The Enterprise Funds

Established under The Support for Eastern European Democracy Act (SEED) these Funds are mandated to promote private sector development in Bulgaria, the Czech Republic, Hungary, Poland and the Slovak Republic through equity investments, loans and other related services. Support is considered for wholly owned indigenous investments, joint-ventures with U.S. partners and, to a lesser extent, subsidiaries of U.S. companies. The Funds mandate, in general, is to support small to medium sized companies with investments/loans in the \$500,000 to \$2 million range. Additionally, the Polish-American Fund has established The Polish Private Equity Fund, a separate closed end investment fund which invests in small to medium sized private sector enterprises in Poland. The Hungarian Fund has established Euramerica Capital Corporation, an investment banking and financial advisory services affiliate.

Key contacts:

**Bulgarian American Enterprise Fund**

CHICAGO

Frank L. Bauer, President

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Nancy L. Schiller, Managing Director

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SOFIA

Ms. L. Ceral Vetter

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Managing Director

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**Czech American Enterprise Fund**

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**PRAGUE**

Karel Kosman, President

(42-2) 254-665

G. Whit Richards, Investment Officer

(42-2) 254-130

Fax: (42-2) 207-118

**Hungarian American Enterprise Fund**

**WASHINGTON**

Rick Francke, Director Investments

(202) 467-5444

Fax: (202) 467-5469

**BUDAPEST**

Charles Huebner, Managing Director

(36-1) 266-7175

Fax: (36-1) 266-7086

**Polish American Enterprise Fund**

**NEW YORK**

Frank Skrobiszewski, Vice President

(212) 339-8330

Fax: (212) 339-8359

**WARSAW**

Ryszard Kruk, Vice President

(48-22) 625-1964

**Slovak American Enterprise Fund**

**WASHINGTON**

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**BRATISLAVA**

Leighton Klevana, President

(42-7) 565-44

Fax: (42-7) 575-80

iii) **USAID-Capital Development Initiative (CDI)**

The U.S. Agency for International Development's Capital Development Initiative (CDI) responds to CEE's infrastructure needs by encouraging investment in areas where the U.S. has a comparative advantage. Sectors initially targeted are **energy, telecommunications and the environment**. Eligible countries include:

Albania  
Estonia  
Lithuania

Bulgaria  
Hungary  
Poland

Czech and Slovak Republics  
Latvia  
Romania

Under the program, financial and technical advisory services are available to businesses in the region. CDI offices in the U.S. and in CEE perform the following services:

- Identify and respond to infrastructure opportunities;
- Assist eligible CEE governments with policy, regulatory and institutional issues;
- Provide pre-feasibility advice in technical, policy and financial fields;

Key Contacts:

**VIRGINIA:** Robert J. Rourke  
International Management Consulting Services  
Coopers & Lybrand  
1530 Wilson Blvd.  
Arlington, VA 22209  
Tel: (703) 908-1857  
Fax: (703) 908-1649

To access CDI Services in the region:

*Financial:* Coopers & Lybrand  
Scotty Andrews  
Tel. (48-22) 36 85 03  
Fax (48-22) 36 85 55

*Environment:* Sanders International, Inc.  
Marek Raczynski  
Tel. (48-22) 37 20 99  
Fax (48-22) 36 85 55

*Telecommunications:* Booz-Allen & Hamilton, Inc.  
Alex Karpinski  
Tel. (48-22) 37 97 24  
Fax (48-22) 37 48 74

CDI Regional office address for Financial, Environment and Telecommunications:

22 Fort Wola Street  
00-961 Warsaw  
Poland



*Energy:* ICF Resources, Inc. Regional Energy ul. Dubu 13  
Tom Sherwood office address: 14 700 Praha 4  
Tel/fax: (42-2) 464651

iv) **U.S. Trade and Development Agency (TDA)**

The U.S. Trade and Development Agency (TDA), an independent agency of the U.S. Government, provides grants to fund feasibility studies and other planning services for major projects which are a developmental priority of the recipient country. TDA-funded studies must be performed by U.S. companies or consortia. TDA identifies commercial projects in the public and private sector which represent significant export potential for U.S. firms.

TDA-funded project planning activities must be a development priority for the recipient country, potentially generate significant U.S. exports, and have untied financing available for project implementation. Host government entities must request financing, either directly from TDA or through the U.S. Embassy in country. However, U.S. companies may bring projects meeting the above criteria to TDA attention. TDA's program is available for the following countries: Albania, Bulgaria, Croatia, the Czech Republic, Estonia, Hungary, Latvia, Lithuania, Macedonia, Poland, Romania, the Slovak Republic, and Slovenia.

Key contact:

WASHINGTON

Geoffrey Jackson

Regional Director, Europe

(703) 875-4357

Fax: (703) 875-4009

v) **Export-Import Bank of the United States**

The Export-Import Bank of the United States (Eximbank), an independent U.S. Government agency, supports the export of U.S. goods and services through a variety of loan, guarantee, and insurance programs. The types of programs and monetary limitations available for any given country depend upon Eximbank's periodic country risk assessments. Currently the Czech Republic, Hungary and Poland, are eligible for all Eximbank's programs. In addition, the Baltic states, Bulgaria and Romania are eligible for the short-term export credit insurance program.

Direct and Intermediary Loan Programs: *Direct* loans are available to East European buyers of U.S. capital goods and services. Medium term (1 to 5 years) and

long term (more than five years) loans fund responsible parties that extend loans to Eastern European buyers of U.S. capital goods and services. Medium-term (1 to 5 years) and long-term (more than 5 years) loans and guarantees are available to both private and public enterprises in qualifying countries. *Intermediary* loans assist responsible parties that extend loans to foreign buyers of U.S. capital goods and services.

Working Capital Guarantee Program: Eximbank provides repayment guarantees on secured, short-term loans of pre-export, working capital to qualified small and medium-sized exporters. Pre-export activities include financial assistance for inventory, raw materials, marketing, and manufacturing.

Commercial Bank Guarantee Program: Eximbank provides repayment protection for commercial bank loans to creditworthy buyers of U.S. capital goods and services in eligible countries. This guarantee may be combined with an intermediary loan.

Key contacts:

(International Lending)  
Europe and Canada

WASHINGTON

Thomas Moran, Vice President

Le Roy La Roche, Deputy Vice President

(202) 566-8813

(202) 566-8936

Fax: (202) 566-7524

## MULTILATERAL SOURCES

### i) International Finance Corporation (IFC)

The International Finance Corporation, an affiliate of the World Bank, provides debt and equity financing as well as other assistance to the private sector enterprises in developing countries. Bulgaria, the Czech Republic, Hungary, Poland, Romania and the Slovak Republic are CEE eligible countries.

The IFC typically limits its maximum debt and equity participation to 35 percent of the project's costs. Likewise, the IFC prefers projects where its minimum participation is at least \$5 million, and often higher for large infrastructure projects. IFC loans carry commercial interest rates (both fixed and variable), are available in U.S. dollars and other hard currencies, and have repayment periods of up to 12 years.

In the Czech Republic, Poland, Hungary and the Slovak Republic, IFC has cooperative agreements with local institutions to provide financing for smaller amounts as well. Among the IFC's many services is the arrangement of complete financial packages by coordinating financing from commercial banks, export credit agencies, and other institutions. The IFC also facilitates the syndication of large loans, and arranges debt for equity swaps.

#### Key contacts:

##### PRAGUE

Vikas Thapar

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Fax: (42-2) 2440 1410

##### BUDAPEST

Hugh Stevenson

(36-1) 116 3942

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##### POLAND

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Fax: (48-22) 630 3445

##### WASHINGTON

Everett Santos

(202) 473-0031

Energy and Telcom Projects

Fax: (202) 334-0223

Martin Riddle, Environmental Projects

(202) 473-0661

Fax: (202) 676-1365

ii) **European Bank for Reconstruction and Development (EBRD)**

The purpose of EBRD is to promote private and entrepreneurial initiatives in the CEE countries (including the former Soviet Union) that are committed to multiparty democracy and open market economies. EBRD provides loans, equity investments and technical cooperation. Its programs operate throughout the region: Albania, Bulgaria, Czech Republic, Estonia, Hungary, Latvia, Lithuania, Poland, Romania, and the Slovak Republic. Like the IFC, EBRD can either work independently, or arrange co-financing packages in conjunction with other multilateral, governmental and private institutions.

Regional and country teams form the basis of a recent corporate restructuring, that incorporates both private sector and development banking projects. For private sector projects EBRD limits its participation to no more than 35 percent of total project costs and prefers projects that require a minimum EBRD investment of at least \$5 million.

**Key contacts:**

**LONDON**

***North Region***

Ronald Freeman, First Vice President

(071) 338-extension  
Fax: (071) 338-extension  
x 6609

***Czech and Slovak Republics***

Jiri Huebner, Team Leader

x 6001

***Poland***

Charles Wrangham

x 6665

***South Region***

Mario Sarcinelli, Vice President

x 6200

***Hungary***

Gyui Karady, Joint Team Leaders

x 6281

Peter Reiniger

x 6668

***Power/Energy***

***North***

Martin Blaiklock, Team Leader

x 6663

***South***

Ananda Covindassamy, Team Leader

x 6872

**PRAGUE**

Peter Bridges

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**BUDAPEST**

Paul Dax

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Fax: (36-1) 266-6003

**WARSAW**

Yves Fortin

(48-2) 630-7275

Witek Radwański

Fax: (48-2) 630-6551

**BRATISLAVA**

Igor Tham

(42-7) 367 835

Fax: (42-7) 398 314

iii) **MIGA - Multilateral Investment Guarantee Agency**

The principal objective of the Multilateral Investment Guarantee Agency, an affiliate of the World Bank, is to encourage foreign direct investment in developing countries by providing investors with political risk insurance. Like its counterpart OPIC, MIGA provides insurance to cover the risk of currency transfer, expropriation, war, civil disturbance, and breach of contract. The two agencies' insurances are very similar, and they often cooperate on projects.

In order to be eligible for a MIGA guarantee, both the investor's country and the recipient's country must be members of MIGA. Among Central and Eastern European nations, the Czech Republic, Hungary, Poland and the Slovak Republic are full members.

**Key contacts:****WASHINGTON**

Leigh Hollywood, V.P. Guarantees

(202) 473-6168

Edward Coppola, Manager: Eastern Europe

(202) 473-5419

Fax: (202) 477-9886

## PRIVATE BANKS

There are a number of Western banks, both commercial and investment, active in Central and Eastern Europe. The following compilation offers an indication of the scope of activity but it is not intended to be a comprehensive list. It will be updated on a regular basis as changes warrant. Brief remarks indicate the banks' current position relative to the region.

i) **Amerbank (Warsaw-Poland)**

The bank is jointly owned by Bankers Trust, Morrison Knudsen, Time Warner, and Polish Oil and Gas. Amerbank loans carry terms of up to five years and are used for smaller projects of \$1 to 2 million.

Key contact:

WARSAW

Marek Gadomski, President

(48-22) 248-505

C. Gregory Curtis, V.P

Fax: (48-22) 249-981

ii) **Bank of America**

Although a leader in project and advisory services worldwide, the bank maintains a relatively conservative approach in Eastern Europe. The bank is most active in Hungary.

Key contacts:

Michael Mills, Acting Head (Project Finance)

(071) 634-4000

Scott Dickens, Vice President

(071) 634-4571

Fax: (071) 634-4798

iii) **Bankers Trust**

Bankers Trust is very active in the Czech Republic, Hungary, and Poland with representative offices in each country. The bank is particularly active in advising clients and arranging funding. However, Bankers Trust will lend its own monies for a particularly attractive transaction or if a multilateral or bilateral institution is included in

the financial package. Bankers Trust prefers financing activities with larger financial requirements.

Key contacts:

LONDON	Main Number	(071) 982-2500
Steve Ferris, Managing Director		(071) 982-2047
	Fax:	(071) 982-2232
BUDAPEST		
Laslo Czirjak		(36-1) 269-1133
	Fax:	(36-1) 269-1270
PRAGUE		
Alex Seippel		(42-2) 206-551
	Fax:	(42-2) 203-861
WARSAW		
Stan Popow	Phone/Fax:	(48-22) 279-096
		(48-39) 120-360
	Fax:	(48-39) 120-345

iv) Barclays de Zoete Wedd

Through its offices in Budapest, Prague and Warsaw Barclays has established a strong presence in the CEE region, particularly in the power and energy infrastructure area. The offices are listed here in descending level of current activity.

Key contacts:

LONDON		
Chris Elliott, Director		(071) 956-3861
Head of Project Advisory Unit		
David Clark, Director		(071) 956-3460
Corporate Finance	Fax:	(071) 956-2407
WARSAW		
George Storzynski		(48-2) 635-0565
	Fax:	(48-2) 635-9215
BUDAPEST		
Charles Kovacs		(36-1) 266-0230
	Fax:	(36-1) 266-0342

PRAGUE  
Jan Husek

(42-2) 267-516  
Fax: (42-2) 267-529

v) **Chase Manhattan Bank**

Chase has a strong interest in the region, as evidenced by its decision to open a subsidiary in Warsaw as soon as it receives the requisite approval from the authorities. It also maintains a representative office in Prague. However it maintains a relatively conservative approach to providing direct funds for major projects in the region at this time.

Key contact:

LONDON

* Charles Mierzejewski, Manager, Eastern Europe	(071) 962-5798
Richard Ingham, Director, Project Finance	(071) 962-5000
Howard Lack, Project Finance, Eastern Europe	(071) 962-5000

Fax: (071) 962-5158

\* Designated to head Polish operation when opened.

PRAGUE

Milos Vecara (42-2) 331 4111

vi) **Chemical Bank**

Chemical Bank takes a conservative approach to the region. It prefers advisory or underwriting roles rather than commitment of its own funds for projects. The bank has an interest in power and energy projects, but it will finance projects in other sectors such as telecommunications. It is in the process of opening a representative office in the Czech Republic.

Key contacts:

LONDON

Rick Edwards, Group Head	(071) 777-3000
Project Finance	
Alasdair Saunders, Vice President	(071) 777-4272
Project Finance	



Tom King (071) 777-3546  
Vice President-Project Finance Fax: (071) 777-4754

NEW YORK  
Margaret Mudd  
Managing Director (Eastern Europe) (212) 270-6000

vii) **Citibank**

Citibank is selectively increasing its exposure in Central and Eastern Europe. All major corporate and project fund raising activities for the region are centered in London. The London office places a premium on projects that generate hard currencies. The offices in Prague, Budapest, and Warsaw concentrate on local business and smaller deals since they are limited by relatively modest capital bases. In the 1992-93 period it reportedly supported more transactions in conjunction with the U.S. Eximbank than any other U.S. financial institution, including the largest financing in the region for an energy project in the Czech Republic.

Key contacts:

LONDON

Claudio Fantoni, Vice President (071) 438-0392  
Shalu Sahni, Assistant Manager Fax: (071) 836-7832

BUDAPEST

John McGloughlin, General Manager (36-1) 138-2666  
Gabriela Redei (36-1) 118-9477  
Managing Director, Corporate Finance  
Fax: (36-1) 118-9694

PRAGUE

Karl Swoboda, Managing Director (42-2) 333 4111  
Direct: (42-2) 333 4222

WARSAW

Allan Hirst, Managing Director (48-2) 635-8116  
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viii) **Credit Suisse First Boston (CSFB)**

CSFB is very active throughout Central and Eastern Europe, particularly in the Czech Republic and Hungary and, increasingly so, in Poland. All regional officers report to London. Fifty people serve the region, of which 42 are located in their respective countries. The bank views advisory work as a catalyst for generating other corporate finance activities and fees. Occasionally, CSFB takes an equity position in attractive ventures if the minimum project requirement is above \$20 to 30 million. CSFB's commitments to the region have been recognized. In 1992-1993, it was named Western Investment Bank of the year by Central European Magazine.

Key contacts:

LONDON

Charles Harman (071) 516-1616  
Executive Director (071) 516-1781  
Fax: (071) 516-3487

BUDAPEST

Janos Bartha (36-1) 201-4218  
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PRAGUE

Zdenek Bakala (42-2) 231-7005  
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WARSAW

Krzysztof Stupnicki (48-22) 269 307  
(48-22) 269 303  
Fax: (48-22) 264 897

ix) **Creditanstalt**

This high profile Vienna-based bank is very active in supporting longer-term infrastructure projects in the region.

Key contacts:

VIENNA

Edgar Rosenmayr, Director (43-222) 5313, x8607  
Project Finance

Martin Frank, Project Finance  
Alfred Gross, Project Finance

(43-222) 5313, x8603  
(43-222) 5313, x8602

x) **Internationale Nederlanden Bank (ING Bank)**

The Amsterdam based bank is very active in emerging markets worldwide, including Central and Eastern Europe, especially in areas such as trade and project finance. ING will lend its own funds for long term credits if the project meets specific commercial criteria. The bank frequently participates in co-financings with multilateral institutions such as the World Bank and EBRD.

Key contacts:

**WARSAW**

Stan Szczurek, General Manager (48-2) 625-74-47  
Khai Tan, Manager, Corporate Banking (48-2) 625 00 40  
Fax: (48-2) 630-72-67

**PRAGUE**

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**BRATISLAVA**

Christopher Ganz, General Manager (42-7) 314-462  
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**BUDAPEST**

Tibor Rejto, General Manager (36-1) 269-7800  
Fax: (36-1) 269-7814

**AMSTERDAM**

Joop Den Besten, Manager (31-20) 563 5369  
Telecommunications Finance

xi) **J.P. Morgan**

Currently, J.P. Morgan's major emphasis is in Poland. The bank also serves as advisor to the Czech Government for privatization of the country's telephone system. Telecommunication is the bank's primary area of interest and it will consider taking an equity interest if a project is fundamentally sound. Another sector where the bank has strong interest is energy, including cogeneration and gas pipeline projects. The bank is financing pipelines in Russia-Poland-Germany and North Sea-Poland-Slovak Republic. Recently, J.P.Morgan has begun to re-focus its activities in Hungary.

Key contacts:

LONDON

Jean Facon, Managing Director	(071) 325-5815
J. Gordon McKechnie, V. President	(071) 725-5506
Rosalind Copisarow (Re: Poland)	(071) 325-5343
Barbara Berliner (Re: Hungary)	(071) 325-5581
	Fax: (071) 325-8292

FRANKFURT

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	(42-2) 524 738
	Fax: (42-2) 520 154

NEW YORK

Ed Buchner	(212) 648-7235
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xii) Morgan Grenfell

Morgan Grenfell has been very active in Eastern Europe for the last 20 years, with substantial experience in Poland, Hungary, and Czech Republic. The bank offers skills in privatization, corporate finance, project finance and capital markets. As such, it is one of the top infrastructure project advisory firms in the world. It is very involved with advising and raising funds for projects that include both governmental organizations and international corporations, and it works closely with USAID, PHARE, and EBRD. Morgan Grenfell will consider investing its own funds in selective projects.

Key contacts:

LONDON

Anthony Price, Director	(071) 826-7150
Nicholas Kennedy, Director	(071) 826-7156
Julian Healy, Czech and Slovak Republic	(071) 826-7054
Csaba Nyerges, Hungary	(071) 826-7023
Matthew Hindbaugh, Poland	(071) 826-7159
	Fax: (071) 836-7832

NEW YORK

Andrew Seton	(212) 468-5600
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WARSAW

Piotr Konwicki

(48-22) 625-5295

Fax: (48-22) 298-540

xiii) **Morgan Stanley International**

Morgan Stanley has an active interest in the CEE region with its underwriting and advisory roles. Recently the headquarters for the region was moved from London to Frankfurt.

Key contact:

FRANKFURT

Hans-Peter Peters  
Managing Director

(069) 1520 6233

xiv) **N.M. Rothschild & Sons Ltd.**

Rothschild has a dedicated team that focuses on privatization in the region. Its current emphasis is Hungary, Poland and the Czech Republic, in that order. They were investment advisor to an international telephone company in Poland and, in Hungary, were recently named as advisor for the Hungarian gas privatization project.

Key contacts:

LONDON

Michael Phair, Director

(071) 280-5000

John Brimacombe, Assist. Director

(071) 280-5000

Keith Palmer

(071) 280-5000

Director Utilities & Natural Resources

Christopher Cornforth, Assist. Director

(071) 280-5150

Fax: (071) 283-2427

xv) **Raiffeisen-Centrobank**

Raiffeisen, with its headquarters in Vienna, usually concentrates on short-term, trade-related transactions. However, the bank will consider longer-term credit for established offshore companies or joint ventures if they have strong partners and the ability to generate foreign currency. Through Uniebank in Budapest, Raiffeisen cooperates with EBRD in the provision of loans for smaller projects in Hungary. Through Raiffeisen Investment A.G., Vienna, Raiffeisen provides advisory and

investment banking services to companies and governments throughout the region. The bank was named Western Commercial Bank of the Year by Central European Magazine for 1992/93.

Key contact:

**WARSAW**

Frank Schoppe, General Manager (48-2) 625-0440

**VIENNA**

Witold Szymanski, General Manager (43-1) 71707

Peter Gumpel, Director (43-1) 71707

Charles Pilbury, Director (43-1) 71707

xvi) **Salomon Brothers**

Salomon is very active in the region as an advisor and underwriter, especially in Hungary. The group's interest is in telecommunications and energy projects, although they are active in a broad range of sectors.

Key contacts:

**LONDON**

William Bowder, V.P. (071) 721-3895

Fax: (071) 731-4225

**BUDAPEST**

Doug Rediker (361) 268-0315

(361) 268-0316

xvii) **Samuel Montagu**

Samuel Montagu maintains offices in Warsaw, Prague, and Budapest. They all report to the main office in London. The bank is very active in both project and advisory work. It is a part of the British Midland Bank which in turn is owned by the Hong Kong and Shanghai Banking Group.

Key contacts:

LONDON

Arnold Shipp, Executive Director

(071) 260-9466  
Fax: (071) 260-9819

NEW YORK

Dean Miltimore, President

(212) 808 3880  
Fax: (212) 808 3895

WARSAW

Hubert A.Janiszewski, Director

(48-22) 268 985  
(48-22) 268 739  
Fax: (48-22) 276 808

BUDAPEST

Zsigmond Jarai, Director

(36-1) 138 2407  
Fax: (36-1) 138 2017

PRAGUE

Jan Tauber, Director

(42-2) 2145 1508/10  
Fax: (42-2) 203 970

xviii) **Schroders (J.Henry Wagg & Co. Ltd.)**

Ranked in the top tier of banks engaged in project finance and advisory work worldwide, Schroders is very interested in increasing its activity in the region. Recently, it was named as advisor to the State Electricity Company in Hungary. It also opened an office in Warsaw.

Key contacts:

LONDON

Main Number (071) 382-6000

George Wadia  
Director, Project Finance

(071) 382-6914  
Fax: (071) 382-3949

Tom Howe  
Assistant Director, Czech Republic

Sriram Chari  
Assistant Director, Hungary

WARSAW

Martin Olex, Managing Director

(48-2) 635-8057

David Renton, Manager  
David Thomas, Manager

xix) **S.G. Warburg**

S.G. Warburg's primary role in CEE is as an advisor to project financings, with a special interest in the telecommunication and energy sectors. Geographically, most CEE work is centered in Poland, with increasing interest in the Czech Republic and Hungary.

Key contacts:

LONDON

Jonathan Scott (071) 860-0335  
Director, Project Finance

Andrey Kidel (071) 395-2374  
Director, Country Advisory

Evan MacDonald (071) 395-2378

Fred Hancock (071) 395-2393

Fax: (071) 860-0374

NEW YORK

Mark Lewisohn (212) 459-7150

xx) **Union Bank of Switzerland**

This is a major bank with regard to project financing throughout Europe. The London office focuses its activities in the U.K. and Northern Europe, while financing decisions for continental Europe, including CEE, are handled by the head office in Zurich.

Key contacts:

LONDON

Tim Hartshorn, V.P., Project Finance (071) 901-2973

Fax: (071) 901-1903



ZURICH

Paul Barbin  
First V.P., Project Finance  
Hans Oelschlegel, Eastern Europe

(41-1) 234-2395

(41-1) 234-2026

## PRIVATE INVESTMENT FUNDS AND ADVISORY SERVICES

This group includes entities that provide advisory services and raise funds for clients. Some may also provide their own funds on a selective basis as noted.

### i) Capital Group, London

The Capital Group is an employee-owned investment management organization whose various subsidiaries manage \$140 billion in assets. Capital began investing in emerging markets in 1986, and presently manages several such funds with a total of over \$6 billion in assets. The group believes the reconstruction of CEE offers a historic opportunity for economic growth and investment.

The New Europe East Investment Fund ("NEEIF") is one Capital Group fund that is capitalized with \$125 million. Its shareholders include pension funds of large companies, EBRD, and the IFC. NEEIF will invest in either privatized companies or newly-established ventures, *preferably if they are managed by a Western industrial company*, but not exclusively so. The Fund can take up to 20% of each issuer's securities, and typical investments are in the \$2 to 8 million range.

#### Key contact:

Lam Nguyen-Phuong, Vice President (071) 257-6700  
Roman Kurowski, Investment Officer Fax: (071) 257-6767

### ii) CARESBAC - Polska (Warsaw)

CARESBAC is a Polish registered investment company that focuses on the financial and business needs of small and medium sized (i.e. revenues ranging from the Polish zloty equivalent of \$75,000 to \$300,000) ventures that are at least *51 percent Polish owned*. The company provides direct equity and other debt instruments that are convertible to equity.

#### Key contacts:

David Fisher, Director General (48-22) 27-70-83  
(48-22) 27-84-43  
Fax: (48-22) 27-58-04

iii) **Company Assistance Ltd., Warsaw**

Company Assistance originally concentrated its activities in Poland, but has since joined Vienna based European Privatization and Investment Corporation (EPIC) with operations in Hungary, the Czech Republic, the Slovak Republic, and other Central and East European countries. Also the group is working with OPIC to establish the Polish Partners Fund, an investment fund with an initial pool of \$45 million, with a possibility of later being increased to \$65 million, where the investments will be evenly divided among Polish enterprises that are (1) start ups, (2) expansions, and (3) companies undergoing privatization. The fund is scheduled to be operative in February, 1994.

Key contact:

Jim Van Bergh, Managing Director  
Rob Conn, Manager

(48-2) 635-5406  
(48-1) 635-8650  
Fax: (48-22) 31-79-20

iv) **Covent Industrial Venture Investment Co., Ltd., Budapest**

Founded in 1990 by the Ministry of Industry and Trade in a venture with Corvinbank, the company divides its operations into three divisions. The Innovation section directs investment into high tech businesses which are high risk by nature and where a long term return must be considered. The Corporate division makes investments in companies which offer the best prospects for success in the short and medium term. The Financial Engineering section concentrates on privatization, management buyouts, leasing, advisory activities and management assistance. The range of investment is between 5 and 40 million Forint with an average between 10-12 million Forint. In corporate start ups and turnarounds, majority control is desired with a limit of 20% for more mature companies.

Key contact:

Janos Bolyky, General Manager  
Rezso Ezer, Head of Department

(36-1) 155 2493  
Fax: (36-1) 156-8496

v) **Environmental Enterprises Assistance Fund, Inc.**

Environmental Enterprises is a non-profit venture capital fund whose goal is to provide long term risk capital and management assistance to environmentally beneficial businesses in developing countries, including Bulgaria and Poland.

The industries that Environmental Enterprises is most interested in are environmentally beneficial product or service companies who have been most active in alternative energy, energy efficiency and ecotourism. Other environmental businesses will also be considered. Through affiliation with Winrock International, Environmental Enterprises has top access to technical expertise in alternative energy, carbon offsets and new electricity generation technologies.

Instruments to be utilized under this Fund include senior loans, subordinated loans, convertible debt, preferred stock and common stock investments, with a minimum deal size of \$50,000, and a maximum of \$250,000.

Key Contact:

Brooks Browne, President

(703) 522-5928

Fax: (703) 522-6450

vi) **Eurocorp International Finance, Budapest**

Established in 1992 by a joint venture of US investment bankers and Hungarian financiers, Eurocorp presently advises US companies looking to purchase Hungarian enterprises as well as restructuring and raising capital for indigenous companies. Eurocorp is in the process of establishing a venture capital fund to be invested in Hungarian businesses. The fund is (a) expected to be operational by the last quarter of 1994 and will consider minimum investments of \$250,000.

Key contact:

Wolfgang Seitz, Executive Director

(36-1) 269-6868

Tom Barnard

Fax: (36-1) 269-6892

vii) **Euroventures, Budapest**

Euroventures Budapest is part of a Netherlands based venture capital syndicate. In addition to its Hungarian office, there are affiliates in Austria, Benelux, France, Germany, Italy, Spain, Switzerland, the U.K., Ireland and the Nordic countries. Most investments range between \$500,000 and \$1 million though smaller investments will be considered. The group has an interest in telecommunications projects and prefers a minority interest. It looks for strong local management often in combination with a western partner.

Key contacts:

Ed Sanborn, Investment Advisor  
Andras Geszti, Managing Director

(36-1) 201 9284  
(36-1) 155 1367  
Fax: (36-1) 135-1767

viii) **First Hungary Fund, Budapest**

The First Hungary Fund targets industries that can be expected to grow substantially faster than the Hungarian economy as a whole. This strategy encompasses a broad range of investments, from start-ups to former state-owned enterprises and includes telecommunications projects. The equity fund, originally capitalized with \$80 million (75% has been disbursed), takes a long term (6-7 years) view and prefers to limit its participation to 15 percent of equity.

Key contacts:

Michael Carter, Managing Director

(36-1) 137-8720  
Fax: (36-1) 117-7182

ix) **Franco Lewis & Co., Prague/New York**

Franco Lewis concentrates on the Czech Republic, and occasionally invests its own funds.

Key contacts:

Edmond Franco, Principal

(422) 231-8963  
Fax: (422) 231-1382

Trevor Lewis, Principal

(212) 227-8110  
Fax: (212) 619-6825

x) **Global Environment Emerging Markets Fund, L.P.**

GEF Management Corporation has just announced the launch of the Global Environment Emerging Markets Fund, L.P., which will invest up to \$80 million in businesses engaged in alternative energy, water treatment, air pollution control, and waste management in Asia, Latin America, and Eastern Europe. It will also look to make co-investments with U.S.-based companies that maintain or are establishing export sales, licensing agreements, or local joint-venture operations in emerging market countries. The Fund will be partially capitalized with the proceeds for the issuance of up to \$50 million

in debentures whose repayment is backed by loan guarantees from the Overseas Private Investment Corporation (OPIC).

Key Contacts:

H. Jeffrey Leonard, President

(202) 466-0529

Fax: (202) 466-6454

xi) Invesco, London

This investment fund, through its East Europe Development Fund, has allocated \$100 million for investments in the region. In addition to investments in light manufacturing and distribution it has supported telecommunication projects and is open to viable projects in all industries with a preference for projects that offer growth in domestic markets. It will consider projects both for domestic groups as well as those in joint venture with foreign partners. Investments are normally in the \$500,000-\$5 million range with a maximum ownership limit of 51 percent of the venture's share capital.

Key Contacts:

Roy Bracher, Fund Manager

(071) 454-3545

Rory Landman, Fund Manager

(071) 626-3434

xii) Multinova Ltd., Budapest

This company will invest its own funds in projects between 5 and 10 million Forint. It will make loans in exceptional cases to businesses in which it previously invested its own funds. Evaluation of proposals is made by a committee set up among the company's managers and owners. Decisions are usually made within one week. There is no sector preference, however, there is an interest in innovative technologies. The owners are exclusively Hungarian entities and include the National Committee for Technical Development.

Key contact:

Istvan Keresztes, Managing Director

(36-1) 268-0226

Fax: (36-1) 268 0221

xiii) Pioneer First Polish Trust Fund Company, Warsaw

This Boston based venture capital and mutual fund management company is in the process of establishing a venture capital fund in the \$75 to 100 million range that will

invest in private sector firms in Poland. The fund is expected to be operative February, 1994. Average investments will be about \$3 million.

Key contacts:

Alicja Malecka, President	(48-2) 635-6202
David Haltford, Executive Vice President	Fax: (48-2) 635-8145
Adam Murza, Investment Officer	(48-2) 635-9908
	Fax: (48-2) 635-6976

xiv) **Riverside Budapest, RT., Budapest**

Founded in 1988, this group is a 50 percent joint venture with a US venture capital fund, the Riverside Company of New York. The fund generally provides only advisory services to Hungarian companies although it has invested its own funds in rare instances. It has completed over 40 advisory transactions to date. Recent experience in Hungary includes finding buyers for Hungarian companies, raising debt and equity for ESOPs, reorganizations and strategic planning. The US partner is currently planning a \$20 million investment fund to be invested in Hungarian private sector companies. Individual investments are expected to be between \$500,000 and \$3 million with an average of \$1.5 million. Riverside will consider controlling interest with active board and management participation. The group will not consider property or real estate investment but will consider a broad range of industries including trading, food products, dairy and textiles.

Key Contact:

Dr. Ferenc Vidovszky, General Director	(36-1) 269-3089
	(36-1) 112-7259
	(36-1) 112-8820
	Fax: (36-1) 269-3046

xv) **Schooner Capital Corporation, Warsaw**

Schooner aims to provide direct management assistance, raise capital and provide advisory services to clients in the emerging markets of Eastern and Central Europe. It will invest its own funds in selected projects. The Boston based company also operates Schooner Trading Corporation for international commodities and product trading services.

Key contacts:

Helen Grela  
Managing Director

(48-22) 26-91-42  
Fax: (48-22) 26-91-36

xvi) **Somerset Venture Management, Budapest**

Established in 1992, this company intercedes between clients and financing institutions with the goal of mitigating the latent distrust between the two parties. It also assists clients with business plans, including financial projections and claims, to facilitate finance with selected banks. Loans secured in this manner are short term rollover agreements which must be renegotiated every six months. The group has provided facilitation for several transactions in addition to the work it has completed for OECD and EC PHARE. The minimum level of consideration for intervention is Forint equivalent of \$50,000.

Key contact:

Stuart Till, Investment Manager

(36-1) 156-8987  
Fax: (36-1) 135-5975

xvii) **Venture Capital Hungary B.V., (VCH), Budapest**

Established in 1990, the shareholders of this group are primarily Dutch and include ABN-AMRP Bank, Holland Venture Holdings, Westerheide, private investors and Post Bank and Savings Bank of Hungary. VCH invests by purchasing new shares in privately owned Hungarian firms. The investment is negotiated with a prospective firm and generally will not be less than \$50,000 or exceed \$250,000 Forint equivalent. Higher amounts might be supplied in combination with one or more of VCH's shareholders or third parties. In addition to investment, VCH will also consider participation in the firm as a partner and actively support the management. Privately owned Hungarian companies may qualify for investment consideration if they are active in a manufacturing or service industry and have or plan to form a Kft. or Rt.

Key contact:

Karoly Szigeti, Representative Director

(36-1) 176-0656  
Fax: (36-1) 176 1414



## HOST COUNTY SUPPORT

A number of countries in the region provide financial and other support for projects such as those involving the environment. Some potential sources are listed below:

### CZECH REPUBLIC

i) **Czech Export Guarantee and Insurance Corporation (EGAP), Prague**

The Export Guarantee and Insurance Corporation (EGAP) was founded in 1992 by the Czech Republic to promote exports through insuring export credits. The credit insurance support is targeted at local exporting companies to protect against political and commercial risks associated with foreign trade. Guarantees are provided through local commercial banks. Support mechanisms include direct export credit insurance, possible insurance of an export contract to facilitate a competitive bid situation, information about financial and economic situation of foreign partners and partner's country and subsidy of loss caused by the difference between local and foreign interest rates.

**Key contact:**

Mr. Panzek, Director

(42-2) 389 111

ii) **Czech-Moravian Guarantee and Development Bank (CMZRB), Prague**

The Czech-Moravian Guarantee and Development Bank (CMZRB) was founded in 1992 to support the development and growth of small and medium sized enterprises in the Czech Republic. The bank has a universal banking license with limited foreign exchange activities. It provides loan guarantees through a network of 33 commercial banks for starting entrepreneurs, existing small and medium sized businesses and special target groups. The bank also works with consultants that can help entrepreneurs formulate business plans and apply for support from the CMZRB. There are currently seven guarantee programs available which include support for entrepreneurial activities with less than 10 employees, small and medium size businesses of up to 500 employees, companies expanding or locating in underdeveloped sections of the country, medical professionals establishing new ambulant care facilities; start up businesses located in historical districts or towns, and firms providing information, consulting or educational services for small and medium sized businesses.

Key contacts:

Jaroslav Kaubal  
Joseph Vanik

(42-2) 2422 2577  
Fax: (42-2) 260 621

iii) Czech National Environmental Fund

The Czech Republic has established an environmental fund which is designed to assist with financing environmental projects. The fund receives money from fines and fees levied at the local level. Money from the fund is awarded as direct grants, low interest loans, or guaranteed loans from state banks.

PRAGUE

*Czech Ministry of the Environment*

Mr Suchanek  
Director of International Relations Dept.  
Ing. Trojan  
Director of International Projects

(42-2) 73 88 59  
(42-2) 731452  
Fax: (42-2) 73 13 57

*Ministry of Industry & Trade*

Ing. Vokrohlik  
Director of Environmental Issues

(42-2) 285 2202  
Fax: (42-2) 231 1970

HUNGARY

iv) A/Central Targeted Grant (CTG)

The source of the grant is the Central Budget. This grant is awarded to municipalities only and limited to sewage treatment and water supply projects. The location and the value of the projects are limited according to policy priorities. Every municipality applying for a grant and satisfying the required administrative conditions has to receive support of up to 30 to 50 percent of the total cost, as determined by the law. The managing organization is the MTTWM and the Ministry of the Interior jointly.

v) **Central Aimed Grant (CAG)**

This grant is created for those municipalities and/or projects not included in the potential applicants of CTG. The source of funding and the management are the same as for CTG, however, all applications are evaluated and decisions on awards are made on the merits of each individual proposal.

Contact: Ministry of the Interior  
1055 Budapest, Kossuth L, ter 4.  
Mrs. Kusztozne (36-1) 138-2068  
Dr. Edit Nyitrai, General Dir. Fax: (36-1) 118-1349

vi) **Central Environmental Protection Fund (CEPF)**

The most considerable sources for this fund originate from environmental fines, environmental product charges, tax revenues foregone by the central budget, international aids and grants, the direct central budget allocation and the PHARE sources administered separately. Money from the Fund is awarded as grants, interest-free loans to pay off the interest of bank loans and loan guarantees. The Fund supports projects generally related to improving the environment, and the specific high priority target areas and the allocations are determined each year in the Annual Program for Support.

Contact: Central Environmental Fund Secretary  
Ministry of Environment and Regional Policy (MERP)  
H-1011 Budapest, Fo u. 44-50  
P.O.B. 351, Budapest 1394 (36-1) 201-4173  
Mr. Sandor Hargitay, Director Fax: (36-1) 201-3653

vii) **Hungarian Bank for Investment and Development (MFBF)**

This government sponsored investment bank was established in 1992. Its goal is to reconstruct the Hungarian economy. It supports investments by small and medium sized enterprises which are not supported by commercial banks due to the capital intensive, risky, and modestly profitable nature of this market. Support is provided through regional development companies. The South-Plain RDC is operational and additional centers should be open by June, 1994. To date the South-Plain RDC has invested 78.8 million Forint. The centers provide capital to enterprises with potential long term profitability in industry, agriculture, service industries and infrastructure services. Firms must be located in the region and engage in activities in line with the

development aims of the regional development strategy. The enterprises should use the comparative advantages of the region and can utilize the results of domestic technical research and development.

Key contacts:

**BUDAPEST**

Hungarian Bank for Investment and Development (36-1) 132 9528

**BEKESCABA**

South-Plain Regional Development, Ltd.  
Sandor Kiss, Managing Director

(36-66) 446 468  
Fax: (36-66) 444 695

viii) **National Water Management**

Operates similarly to CEPF in water related areas (sewage treatment, drinking water production, etc.). Municipalities and enterprises can apply for supports. The Ministry of Transportation, Telecommunication and Water Management (MTTWM) is responsible for the operation.

Key contacts:

National Water Authority  
1012 Budapest, Marvany u.1  
Mr. Bela Fenyvesi, General Director

(36-1) 201-1729  
Fax: (36-1) 201-9332

**POLAND**

ix) **Environmental Protection Bank**

The bank operates as a full service bank but its primary mission is to support ecologically sound projects (44.4 percent ownership belongs to the National Fund for Environmental Protection and Water Management). The bank will not provide more than 25 percent of funding for any one project, and the average credit is approximately \$2 million. The bank does co-finance projects with the World Bank, EBRD, EBI, IFC, Polish American Enterprise Fund, OPIC and others.

Key contacts:

Leslaw Puczniewski	(48-22) 32-46-44
Vice President and Board Member	Fax: (48-22) 32-52-49
Krzysztof Brdys	(48-22) 32-46-44
Director of Marketing	Fax: (48-22) 32-52-49

x) Ecofund

The Ecofund emanates from the Paris Club agreement concerning 50 percent reduction of Poland's debt, including a provision that allows a 10 percent reduction in exchange for environmental protection. There are four areas of concentration: carbon dioxide emission, Baltic clean-up, greenhouse gases, and nature preserves. These funds are dispersed in the form of grants or "soft" money, and are limited to 30 percent of total project costs for commercial projects (50 percent for municipalities). The maximum grants are up to \$1.25 million and funds are only available at the investment stage, which means that feasibility studies and project support are not eligible for assistance.

Key contact:

Maciej Nowicki Phone/Fax: (48-22) 43-44-94

xi) National Fund for Environmental Protection and Water Management  
Warsaw, Poland

The fund provides support for environmentally-linked projects either as a joint venture partner or through loans, grants, bonds issuances and related activities. The fund is also a major investor in the Warsaw based Environmental Protection Bank.

Key contacts:

Kazimierz Chłopecki, President	(48-22) 25-05-03
Jerzy Kędzierski, V.P.	(48-22) 25-29-82
	Fax: (48-22) 25-45-99

## SLOVAK REPUBLIC

### xii) Slovak Guarantee Bank

The Slovak Guarantee Bank was established in 1992 to stabilize the Slovak economy and to assist in the creation and development of small and medium sized private enterprises and to support the restructuring and privatization of existing companies. The bank provides credit guarantees for loans through financial institutions when a firm has insufficient collateral to secure the lending risk. Privately owned small and medium sized companies may request this assistance through their local bank.

#### Key Contact:

Gabriela Sedlakava, Credit Director (42-7) 836 976  
Gabriela Miklosova, Ing. (42-7) 836 770  
Fax: (42-7) 836 909

### xiii) Slovak National Fund

The Republic of Slovakia has established an environmental fund which is designed to assist with financing environmental projects. The fund receives money from fines and fees levied at the local level. Money from the fund is awarded as direct grants, low interest loans, or guaranteed loans from state banks.

#### BRATISLAVA

*Slovak Ministry for the Environment*

Jozef Skultety

Director of Foreign Relations

(42-7) 49 25 32

Fax: (42-7) 31 13 68

*Slovak Fund for the Environment*

Mr. Vozar, Director

(42-7) 72 49 09

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**APPENDIX (A)**  
**PRIVATE BANKS**

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APPENDIX (A)

**PRIVATE BANKS**  
REGIONAL COUNTRIES OF INTEREST

CZECH REPUBLIC & THE SLOVAK REPUBLIC	HUNGARY	POLAND	TYPE OF FINANCING
		Amerbank	Limited local financing
	Bank of America		Project finance and advisory
Bankers Trust	Bankers Trust	Bankers Trust	Advisory and sourcing funds
Barclays de Zoete Wedd	Barclays de Zoete Wedd	Barclays de Zoete Wedd	Project finance and advisory Infrastructure, power & energy
		Chase Manhattan Bank	Advisory and project finance
Citibank	Citibank	Citibank	Local lending by subs
Credit Suisse First Boston	Credit Suisse First Boston	Credit Suisse First Boston	Advisory and sourcing funds Large projects
Internationale Nederlanden Bank (ING)	ING Bank	ING Bank	Project finance and advisory
J.P Morgan		J.P Morgan	Advisory and sourcing funds Telecom.
Morgan Grenfell	Morgan Grenfell	Morgan Grenfell	Advisory and sourcing funds
N.M.Rothschild	N.M.Rothschild	N.M.Rothschild	Advisory and sourcing funds Energy
		Raiffeisen Centrobank	Limited local financing
Salomon Brothers	Salomon Brothers		Advisory and sourcing funds
Samuel Montagu	Samuel Montagu	Samuel Montagu	Project finance and advisory
		S.G. Warburg	Advisory and sourcing funds Telecom. and energy

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**APPENDIX (B)**  
**GOVERNMENTAL SOURCES**

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## APPENDIX (B)

**GOVERNMENTAL SOURCES**

NAME	LOCATION	SPONSOR	INDUSTRY	TYPE OF ASSISTANCE
OPIC	All of CEE	US Govt.	All	Loans & Guarantees, Insurance, Feasibility Grants
Enterprise Funds	Bul, Czech, Hun, Pol, Slov	US Govt.	All	Loans & Equity for Small & Med. Private Co's
CDI	All CEE	USAID	Energy, Enviro. & Telecom.	Technical and Financial Advisory
TDA	All CEE	US Govt.	All	Feasibility Study \$ to Host Govt.'s
Eximbank	All CEE	US Govt.	All	Loans & Guarantees to Buy US goods.
IFC	Central Europe	World Bank	All	Loans & Equity to Private Sector Companies
MIGA	C&S, Pol, Hun	World Bank	All	Political Risk Insurance
EBRD	All CEE	OECD	All	Loans & Equity to Private and Public Sectors
CZ Export Guarantee & Insurance Corp.		CZ Govt.	Export Support	Export Credit Insurance
CZ Moravian Guarantee & Dev. Bank		CZ Govt.	All Industries	Full Service Bank to support SMEs.
CZ National Environmental Fund		CZ Govt.	Environment	Grants and Loans
A/Central Targeted Grant		Hung. Govt.	Environment	Grants to municipalities for sewage treatment & wastewater projects.
Central Aimed Grant		Hung. Govt.	Infrastructure	Municipal grants for infrastructure projects.
Central Environmental Protection Fund		Hung. Govt.	Environment	Grants and Loans
Hungarian Bank for Investment Dev.		Hung. Govt.	SME	Investment through regional development centers.
National Water Management		Hung. Govt.	Environment	Grants and Loans for water related projects.
Environmental Protection Bank		Polish Govt.	Environment	Full Service Bank to support ecologically sound projects.
Ecofund		Polish Govt.	Environment	Debt for Nature Swaps
Nat. Fund for Env. Protect/Water Mgmt.		Polish Govt.	Environment	JV Partner, Loans and Grants
Slovak Guarantee Bank		Slovak Govt.	SME	Loan Guarantee program for SMEs through commercial banks
Slovak National Fund		Slovak Govt.	Environment	Grants and Loans