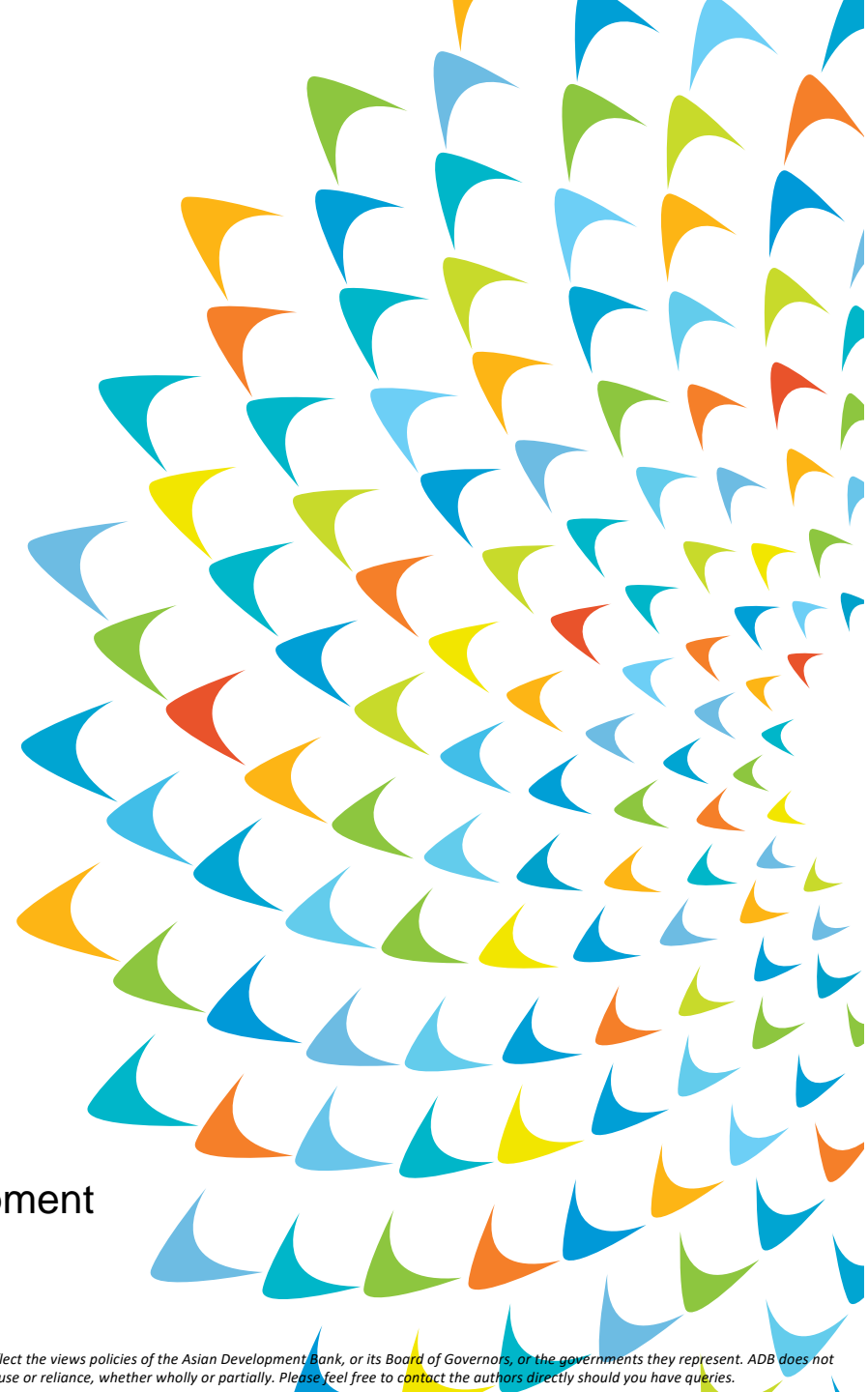


EBRD Experience with Wholesale Markets

Gilles Mettetal

Former Director of Agribusiness
European Bank for Reconstruction and Development

Advisor to ADB





EBRD-financed Wholesale Markets in the 90s

- Bucharest Wholesale Market
- Minsk Wholesale Market
- Budapest Wholesale Market
- Bulgaria Wholesale and Farmers markets Programme
- Warsaw Wholesale Market
- Croatia Wholesale Markets Programme
- Erevan Wholesale Market





Some of the lessons learned



- Role of Wholesale Markets, Infrastructure and Regulations
- What makes a Wholesale Market attractive?
- Financial Sustainability is important and needs to be transparent
- Design has to adapt to the demand
- Location location location
- Ownership structure and Corporate Governance



Conclusions

- Wholesale Markets can bring important benefits to the food value chain and to the local economies.
- These benefits can be achieved with minimal investments. Modern facilities are not always efficient to attract customers.
- Other developments can have higher and faster impacts, in particular:
 - Modern food retailers
 - Farmers cooperatives
- These can be supported by a mix of financing and policy dialogue.
- The design and location of the markets has to be adapted to local conditions.



Thank you

