

Our *know-how* is having an impact in the Republic of Turkey.

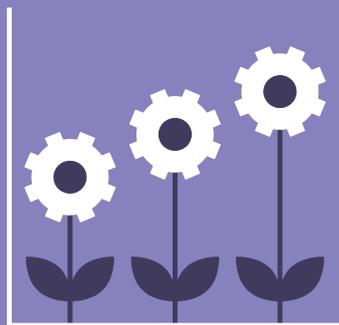
We've helped 135 enterprises in Turkey access advice. We are currently funded in Turkey by the European Union, the Czech Republic, Korea, Turkey and the EBRD Shareholder Special Fund.



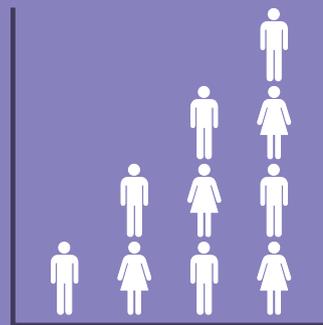
We helped 89% of enterprises increase their turnover, with a median increase of 25%.



After working with us, 14% of enterprises accessed external finance, for a total of €2.45 million in 2011-2013.



Through our advice, 63% of enterprises increased their productivity, with a median increase of 12%.



We helped create 107 jobs in 2011-2013, as 74% of enterprises increased their number of employees.



We're helping small businesses. *Know how.*

January 2014



At the European Bank for Reconstruction and Development (EBRD) we provide more than just finance. We also provide business advice to help small and medium-sized businesses grow, succeed, then grow again, becoming genuine catalysts for their local economies, then their region.

We have been doing this successfully in the Republic of Turkey since 2010, applying funding from the EU, the Czech Republic, Korea, the Republic of Turkey and the EBRD Shareholder Special Fund. We've combined over €2.9 million in donor support with more than €538,000 in contributions from our clients to help 135 small and medium-sized businesses.

Our network of local consultants has provided business advice in many areas, including organisation, marketing and information communication technologies. Moreover, our industry experts from Denmark, Italy, Germany and beyond have shared their own unique experiences and international best practices to help businesses take the next step.

We support businesses from many industries, such as wood processing, textiles and food and beverages.

We don't just work in the major cities. In fact, most of our projects are in the eastern part of Turkey where income per capita is below 75 per cent of the Turkish national average.

We care deeply about gender equality. That's why we launched a Women in Business programme in the Republic of Turkey for 2014-2017. We will provide basic diagnostic services, entrepreneurial skills development courses, advisory projects, business coaching, mentoring and networking opportunities to Turkish women entrepreneurs. This programme is funded by the EU and the Turkish Ministry of Labour and Social Security.

We build strong, competitive markets for business advice that will thrive independently, well into the future. We have grown our network of local consultants in the Republic of Turkey in 2010-2013 to 92 consultants. We are now training the next generation of consultants in essential consultancy skills and marketing consultancy services.

As a bank, we know how important finance is for growth. We work closely with our banking colleagues as well as our partner financial institutions, helping our clients attract the funding they need to grow.

www.ebrd.com/knowhow

Number of projects

135

Total client contributions to projects

€538,000

Average client contribution

39%

Network of local consultants

92

Total donor contribution

€2.9 million