

# Project Application Form

## Enterprise information

### Contact Details

Full enterprise name: \_\_\_\_\_ Registration/tax number: \_\_\_\_\_  
 Address: \_\_\_\_\_  
 Tel: \_\_\_\_\_  
 Email: \_\_\_\_\_ Website: \_\_\_\_\_  
 Name of Director: \_\_\_\_\_ Director's official position (if different): \_\_\_\_\_  
 Gender of Director: \_\_\_\_\_ Age of Director: \_\_\_\_\_

### Description of the business

Year of establishment: \_\_\_\_\_

Please select your industry (or click on the field to write it out) \_\_\_\_\_

Short business description (free text focused on main development milestones and financial performance through years, business model, market share, business objectives, etc.)

### Main business indicators

|                       | Projected for this year   | Last complete financial year | Year before that          |
|-----------------------|---------------------------|------------------------------|---------------------------|
|                       | Year <input type="text"/> | Year <input type="text"/>    | Year <input type="text"/> |
| Turnover (EUR)        |                           |                              |                           |
| Total # of employees  |                           |                              |                           |
| # of female employees |                           |                              |                           |
| Export volume (EUR)   |                           |                              |                           |

## Advice for Small Businesses

Structure of ownership (distribution of shares or units in %):

Local % \_\_\_\_\_

Foreign % \_\_\_\_\_

Private % \_\_\_\_\_

Female % \_\_\_\_\_

Main products or services and their share of income:

\_\_\_\_\_ % \_\_\_\_\_

\_\_\_\_\_ % \_\_\_\_\_

\_\_\_\_\_ % \_\_\_\_\_

\_\_\_\_\_ % \_\_\_\_\_

Investments: Has your company received any external financing in the last 3 years? Yes No

If yes:

|    | Amount in EUR | Loan provider | Signing year | Maturity term (months) | Working capital/capex? |
|----|---------------|---------------|--------------|------------------------|------------------------|
| 1. |               |               |              |                        |                        |
| 2. |               |               |              |                        |                        |
| 3. |               |               |              |                        |                        |

## EBRD's Strategic priorities

To accelerate transition, the bank aims to enhance its work through three cross-cutting strategic themes:

- Supporting the transition to a **green**, low carbon economy
- Promoting equality of opportunity. Priority client segments will include **women**, **youth** and those in less developed **regions**.
- Accelerating the **digital** transition

(green)

|  |        | Please provide details |
|--|--------|------------------------|
| Are you interested in incorporating sustainability/green elements into the advisory project? | Yes No |                        |
| What is the share of energy costs in total costs of your business                            | %      |                        |
| Does your company have any environmental management certification?                           | Yes No |                        |

(digital)

|  |        | Please provide details |
|--|--------|------------------------|
| Does your company use digital marketing (e.g. SMM)?                      | Yes No |                        |
| Does your company sell its products via digital market place?            | Yes No |                        |
| What is the share of your product that is sold via digital market place? | %      |                        |
| What digital systems/software do you use internally?                     |        |                        |

## Project description

What are the issues you would like the project to address?

Are you interested in an advisory project to be implemented by local consultant? Yes No

Are you interested in an advisory project to be implemented by international industry experts? Yes No

If yes, select the business area(s) of interest (Click and hold down on on "Ctrl"/"Cmd" to select multiple entries)

### Proposed consultant

(if you have a consultant for the work, please provide the company name, contact details, and the name of the person responsible for the project):

Would you be interested in implementing an advisory project if it is delivered:

- entirely remotely
- a combination of remote and face to face
- entirely face to face

(if remote/hybrid delivery is chosen) Is your company office connected to high speed internet to allow for remote project delivery? Yes No

# Advice for Small Businesses

Expected project start date: \_\_\_\_\_

Estimated project budget: \_\_\_\_\_

Employee responsible for project from your company:

Name: \_\_\_\_\_ Title: \_\_\_\_\_

Address: \_\_\_\_\_

Tel: \_\_\_\_\_

Email: \_\_\_\_\_

Date: \_\_\_\_\_ Signature: \_\_\_\_\_

Signed by: \_\_\_\_\_

How did you learn about us?

- |   |   |
|---|---|
| <input type="checkbox"/> Website                      | <input type="checkbox"/> Consultant       |
| <input type="checkbox"/> Previous client              | <input type="checkbox"/> Visibility event |
| <input type="checkbox"/> EBRD Resident Office         | <input type="checkbox"/> Our team         |
| <input type="checkbox"/> Social media                 |   |
| <input type="checkbox"/> Other (please specify) _____ |   |

Has your enterprise used a professional consultant before? If yes, please specify:

Exchange rate used to calculate the EUR values in this form: 1 EUR = \_\_\_\_\_

Please include/upload the following supporting documents in your application package:

- Copy of Registration Certificate
- Certificate of Ownership for majority shares (extract from Charter or Memorandum of Establishment)
- Copy of Annual Financial Statements for the previous TWO years (Income Statement, Cash Flow, Balance Sheet)