

Our *know-how* is having an impact in Russia.

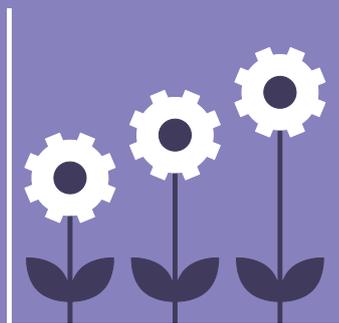
We've helped over 960 enterprises in the Russian Federation access advice. We are currently funded in the Russian Federation by the Russia-EBRD Technical Cooperation Fund and the Finnish Technical Cooperation Fund.



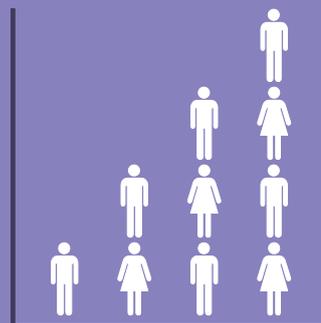
We helped 76% of enterprises increase their turnover, with a median increase of 29%.



After working with us, 25% of enterprises accessed external finance, for a total of €17.4 million in 2011-2013.



Through our advice, 75% of enterprises increased their productivity, with a median increase of 24%.



We helped create 1,449 jobs in 2011-2013, as 49% 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 Russian Federation since 1994, applying funding from the European Union (EU), Japan, Sweden, the United Kingdom (UK), Germany, Denmark, Luxembourg, Finland, Norway, the EBRD and Russia. We've combined over €23 million in donor support with more than €6.5 million in contributions from our clients to help over 960 small and medium-sized businesses.

Our network of local consultants has provided business advice in many areas, including strategy, marketing, organisation and operations, information communication technology, engineering solutions, quality and environmental management, and energy and resource efficiency. Moreover, our industry experts from Japan, the UK, Denmark, Austria 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 food and beverages, wholesale and retail distribution and construction and engineering. We work everywhere: in the main cities, the peri-urban areas and rural communities. In fact, 43% of our projects are carried out in the regions and rural areas.

Our team is now present across all of Russia, from west to east covering the Southern, Ural, Siberian and Far-East Federal Districts. Wherever business might need our help, our specialists are there to provide access to know-how from local consultancy services and international industry experts.

We build strong, competitive markets for business advice that will thrive independently, well into the future. Over the past three years we grew our network in Russian Federation to 171 consultants and counting. We are now training the next generation of consultants in marketing and management of their consulting business.

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 access the funding they need to grow.

www.ebrd.com/knowhow

Number of projects

1,012

Total client contributions to projects

€6.5 million

Average client contribution

53%

Network of local consultants

171

Total donor contribution

€23.9 million