

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

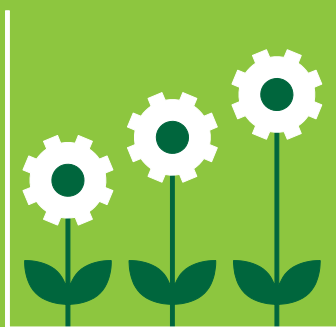
We've helped over 485 enterprises in Montenegro access advice. We are currently funded in Montenegro by the EU and EBRD Shareholder Special Fund.



We helped 67% of enterprises increase their turnover, with a median increase of 11%.



After working with us, 19% of enterprises accessed external finance, for a total of €10.6 million in 2011-2013.



Through our advice, 56% of enterprises increased their productivity, with a median increase of 3%.



We helped create 210 jobs in 2011-2013, as 43% 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 Montenegro since 2002, applying funding from the EU, Italy, Japan, Luxembourg, the Netherlands, and the EBRD Shareholder Special Fund. We've combined over €7 million in donor support with more than €1.4 million in contributions from our clients to help over 485 small and medium-sized businesses.

Our network of local consultants has provided business advice in many areas, including information communication technologies, marketing, strategy, organisation and operations, quality management, resource efficiency, environmental management, engineering solutions and financial reporting. Moreover, our industry

experts from Canada, the UK, Italy, Luxembourg, and Japan 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, construction and engineering, and tourism and hospitality. We don't just work in the capital city. In fact, 72 per cent of our projects are outside Podgorica.

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 Montenegro by 46 per cent to 105 consultants. We are now training the next generation of consultants in marketing of consulting 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 operate and grow.

www.ebrd.com/knowhow

Number of projects

554

Total client contributions to projects

€1.4 million

Average client contribution

34%

Network of local consultants

105

Total donor contribution

€7.2 million

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