Turning ambition into success. We know how.

This programme is funded by the EBRD and the TaiwanBusiness-EBRD Technical Cooperation Fund
We know that women entrepreneurship plays a key role in creating jobs and driving economic growth. We firmly believe that creating equality of opportunity for women in business is not only a gender issue, but also an economic priority. That’s why, in the countries where we work, we go out of our way to help women entrepreneurs succeed and be more engaged in business.
We can help you develop your skills in strategy, investment planning and organisational management, expose you to modern marketing techniques, and adopt innovative technologies and best practices. And because we are part of the European Bank for Reconstruction and Development, in addition to business advice, we can help you access the finance you need for business growth. Our Women in Business programmes are specially designed to give women entrepreneurs like you the know-how to turn your ventures into durable businesses.

We have been helping women succeed in business for over a decade. Since 2010 alone, we have helped over 1,600 women entrepreneurs through our projects across all 25 countries where we work. With our help, women-led businesses have excelled, often outperforming their male counterparts.

We helped Khmelnytsky First City Pharmacy, a company owned 97% by women, with over 90% female employees, to introduce a quality management system throughout its 13 divisions and get ISO certification. Being able to guarantee quality has meant that, within a year of completing the project, Khmelnytsky Pharmacy had 16% more clients, a 67% increase in turnover, opened 4 new pharmacies, and taken on 15 new employees.
What we offer

After working with us:
• 83 per cent of women-led businesses increase their turnover – by an average of 28 per cent – and improve their productivity by an average of 16 per cent
• 57 per cent of women-led businesses create new jobs – often for more women, increasing their employee numbers by an average of 8 per cent
• 14 per cent of women-led businesses secure external financing to continue their growth.

What we offer

We work hard to help women unlock their potential, strengthen their skills and encourage their participation in business.

Entrepreneurial skills courses

There’s more to creating a successful business than having a good idea or a great talent. We offer practical business training for women to develop essential entrepreneurial skills like business planning, online marketing, financial management and using ICT in business. From strengthening your leadership skills to deepening your business acumen, we can teach you the skills you need to succeed.

Business advice

We support a range of projects that help companies access know-how, like the technical knowledge to build a website, for example, or to introduce a quality management system that meets ISO standards. These usually involve working with qualified local consultants and often last around four to six months. This advice covers specialised areas of expertise including:
• strategy
• marketing
• organisation
• operations
• technology
• engineering solutions
• quality management
• financial management
• energy efficiency and environment.

Business coaching

Having a business plan is a great start, but often it is not enough. When we believe in your business’ potential, we provide you with a specially trained local business coach, who, over the course of a year, will help you implement and follow through on your business plan, giving you advice on how to tackle specific problems as they come up.

Industry expertise

For those companies looking to compete internationally or attract investment, we also have opportunities to work with an international adviser who brings more than 15 years of senior-management experience gained in the same industry. He or she shares this know-how directly with you and your management team, to help your company become fitter and develop a credible strategy for growth.
Access to finance

Securing financing is one of the biggest challenges for small and medium-sized businesses. To help women entrepreneurs access the financing they need to develop their businesses, we partner with a number of local commercial banks to offer dedicated products for women-led businesses. For more information on the banks we work with in your country, visit our website at www.ebrd.com/womeninbusiness.

We can also help you attract investment by creating business plans, undertaking feasibility studies or raising accounts to international standards. Post-investment, we help clients achieve their goals, make the right capital expenditure decisions, improve their corporate governance and manage their growth.

We cover a substantial portion of the costs of our projects, and we offer a higher grant for enterprises that have successfully secured a loan through one of our partner financial institutions.

Mentoring

Using our partnerships with mentoring initiatives, we can connect you with an experienced entrepreneur from our global network. Having the knowledge and experience of a mentor to draw on will help you to improve your personal impact and overcome challenges. Our mentoring programmes also develop the management and leadership qualities that are vital for success in business.

Azra Atagić-Ćatović founded her innovative online business in 2005. Now, it’s the most popular business web portal in Bosnia and Herzegovina, informing businesses about public procurement opportunities in the region. We helped the company become one of the first in the country to introduce CPV codes, used internationally to categorise public tenders. Better cataloguing means eKapija’s subscribers can more easily search for the information they need. This has brought in new customers, keeping the company ahead of the competition. Mrs Atagić-Ćatović is also a mentor in our programme, sharing her knowledge and experience with others.
1. Woman entrepreneur?
We work with women-led businesses from almost every sector, as well as those who simply have a great business idea. To qualify, overall operational management responsibility for the company should be held by a woman. For more information on our eligibility criteria, contact our team or see our website at www.ebrd.com/womeninbusiness.

2. Contact us.
You can reach us by phone or email, or arrange a visit to our offices to talk with one of our staff. You can find our contact details on the back page.

3. Define your business need.
We start by looking at every aspect of your business or business idea to see what you need, from advice to financing.

4. Plan your next endeavour.
You can benefit from our know-how in a number of different ways. Let us know which aspects of the programme you are interested in, whether it is business advice from one of our local or international experts, participation in one of our training courses, or the support of a mentor or coach. These activities are offered on a cost-sharing basis.

5. Work with us.
We put our years of experience to work, making sure that you get the right support to transform your business. From our training courses to our coaching opportunities, everything is tailored to the challenges you face. And, if you know your business needs finance to grow, we can refer you to one of our partner banks.

6. Success.
The benefits don’t stop when the project or the training is complete. Afterwards, we sit down with you to work out what’s next. This could be the launch of a new product, securing new financing, employing a consultant to work on another area of your business or even becoming a mentor yourself to help other entrepreneurs like you. We’ll come back one year later to keep up with your progress.
1. Woman entrepreneur?
2. Contact us
3. Define your business need
4. Plan your next endeavour
5. Work with us
6. Success