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

We’ve helped over 330 enterprises in Ukraine access advice. We are currently funded in Ukraine by the EU, the EBRD Shareholder Special Fund, the Central European Initiative, Germany and Norway.

- We helped 82% of enterprises increase their turnover, with a median increase of 68%.
- After working with us, 21% of enterprises accessed external finance, for a total of €12.3 million.
- Through our advice, 74% of enterprises increased their productivity, with a median increase of 14%.
- We helped create 1,173 jobs, as 63% of enterprises increased their number of employees.
We’re helping small business. *Know how.*

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 Ukraine since 1996, applying funding from Austria, Canada, Denmark, the EU, the EBRD, Finland, Germany, Greece, Italy, Japan, Luxembourg, the Netherlands, Norway, Switzerland, Taipei China, and the United Kingdom. We’ve combined over €10 million in donor support with more than €1.5 million in contributions from our clients to help over 330 small and medium-sized businesses.

Our network of local consultants provided business advice in many areas, including environmental management, information communication technologies and engineering solutions. Moreover, our industry experts from Canada, Germany, Italy and beyond 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 don’t just work in the capital city. In fact, half of our projects are outside Kiev.

We care deeply about gender equality. That’s why we launched a Women in Business programme in Ukraine in 2012. Since then, we have carried out advisory projects with nearly 50 female entrepreneurs and held trainings on financial literacy and accounting.

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 Ukraine by 36 per cent to over 120 consultants. We are now training the next generation of consultants in essential consultancy skills and project management.

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

February 2014

Number of projects 338

Total client contribution to projects €1.5 million

Average client contribution 43%

Network of local consultants 124

Total donor contribution €11.4 million