

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

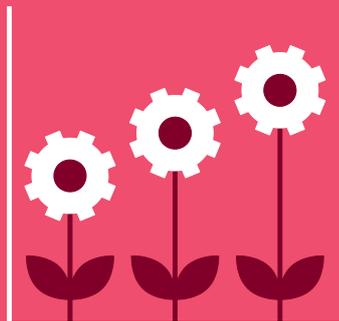
We've helped over 380 enterprises in Tajikistan access advice. We are currently funded in Tajikistan by the EBRD Shareholder Special Fund, the Early Transition Countries Fund, Japan and the United States.



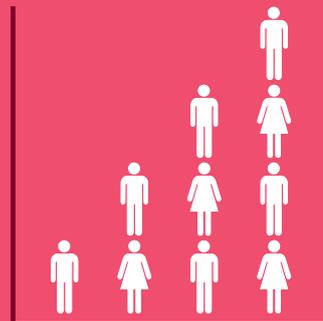
We helped 81% of enterprises increase their turnover, with a median increase of 46%.



After working with us, 15% of enterprises accessed external finance, for a total of €14.6 million in 2011-2013.



Through our advice, 72% of enterprises increased their productivity, with a median increase of 14%.



We helped create 2824 jobs in 2011-2013, as 38% 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 Tajikistan since 1997, applying funding from Belgium, Canada, the Early Transition Countries Fund, the EBRD Shareholder Special Fund, the European Union, Japan, Luxembourg, Switzerland, the Taiwan-EBRD Cooperation Fund and the United States. We've combined over €4.2 million in donor support with more than €832,000 in contributions from our clients to help over 380 small and medium-sized businesses.

Our network of local consultants has provided business advice in many areas, including marketing, strategy, information communication technologies, organisation, and energy efficiency. Moreover, our industry experts from Japan, the United Kingdom, Switzerland,

Sweden, Belgium, 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, printing and publishing, construction, health, and others. We don't just work in the capital city. In fact, 76 per cent of our projects are outside Dushanbe.

We are also part of a special initiative to promote exports among small and medium-sized businesses in the Kyrgyz Republic, Kazakhstan and Tajikistan. Funded by the US SME Special Fund, we've combined advisory projects to help businesses prepare for export, and trained local consultants across the country in delivering export promotion advice.

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 Tajikistan by 18 per cent to over 100 consultants. We are now training the next generation of consultants in essential consultancy skills and management of 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 attract the funding they need to grow.

www.ebrd.com/knowhow

Number of projects

388

Total client contributions to projects

€832,000

Average client contribution

43%

Network of local consultants

104

Total donor contribution

€4.2 million