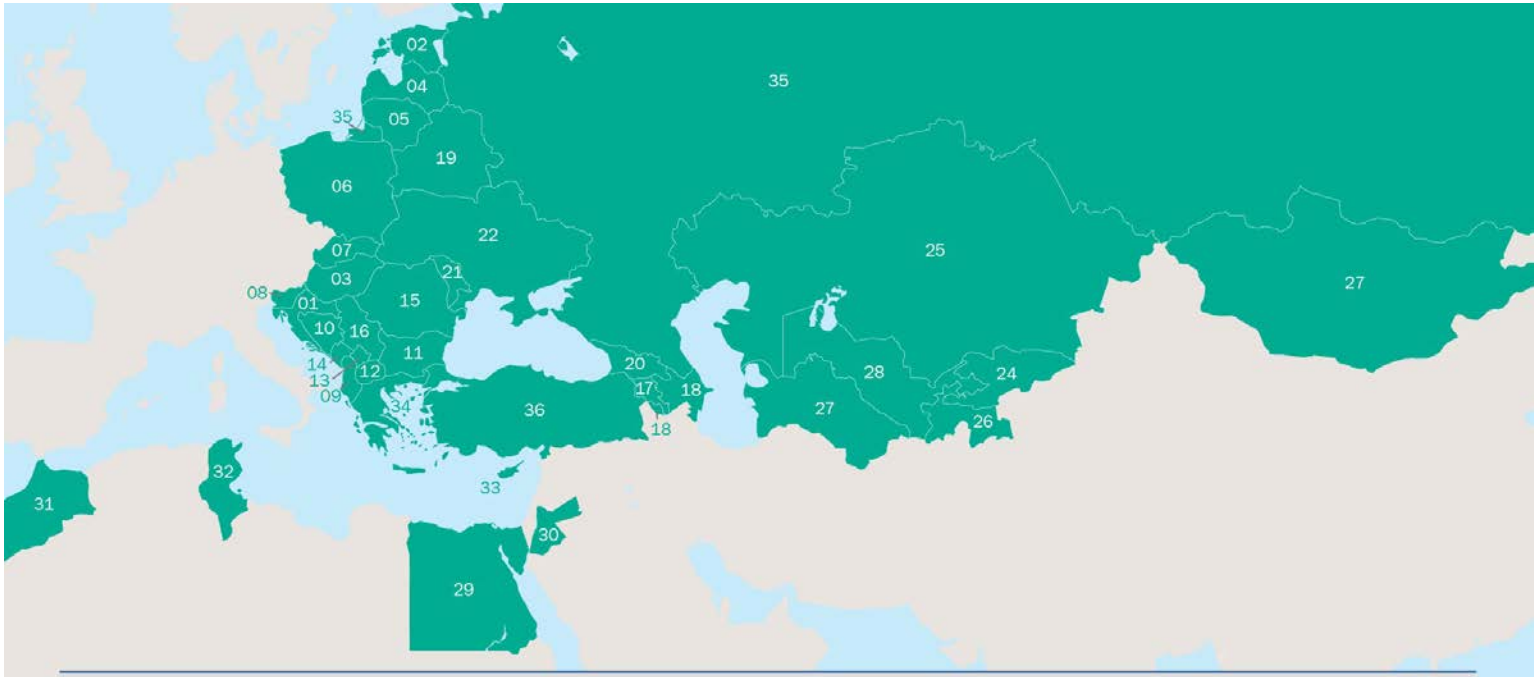
Trade Ready
EBRD's trade finance and advisory initiative for SMEs

Workshop: How to Support MSMEs: Sharing of National, Regional and Multilateral Experiences

Dr Maria Mogilnaya, Associate Banker, EBRD

European Bank
for Reconstruction and Development

EBRD's Countries of Operations



WHERE WE INVEST

Central Europe and the Baltic states
01 Croatia
02 Estonia
03 Hungary
04 Latvia
05 Lithuania
06 Poland
07 Slovak Republic
08 Slovenia

South-eastern Europe
09 Albania
10 Bosnia and Herzegovina
11 Bulgaria
12 FYR Macedonia
13 Kosovo
14 Montenegro
15 Romania
16 Serbia

Eastern Europe and the Caucasus
17 Armenia
18 Azerbaijan
19 Belarus
20 Georgia
21 Moldova
22 Ukraine

Central Asia
23 Kazakhstan
24 Kyrgyz Republic
25 Mongolia
26 Tajikistan
27 Turkmenistan
28 Uzbekistan

Southern and eastern Mediterranean
29 Egypt
30 Jordan
31 Morocco
32 Tunisia

33 Cyprus
34 Greece
35 Russia
36 Turkey

Existing Programmes

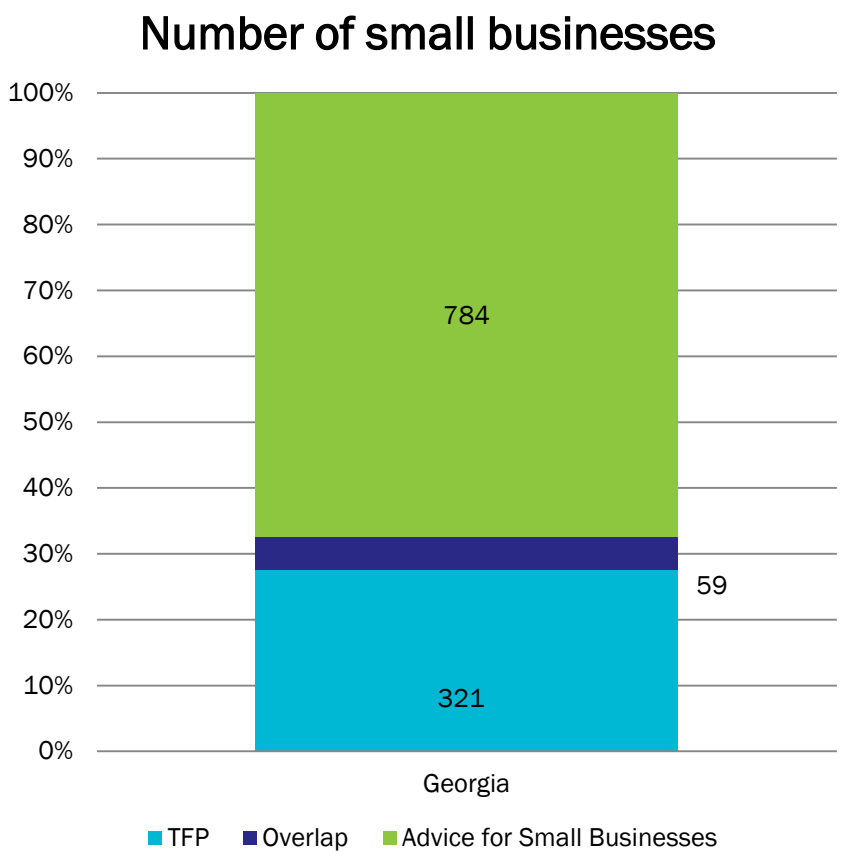
Trade Facilitation Programme

- Dedicated trade finance lines to partner banks of up to €1.5 billion, including:
  - guarantee facilities
  - revolving credit facilities
  - factoring facilities
- Technical assistance to partner banks

Advice for Small Businesses

- Business advice for small businesses (local and international advisory)
- Specific trainings
- Sector-based business matching trips and networking opportunities

Trade Finance and Advice in Georgia



1,752
trade finance transactions

843
advisory projects

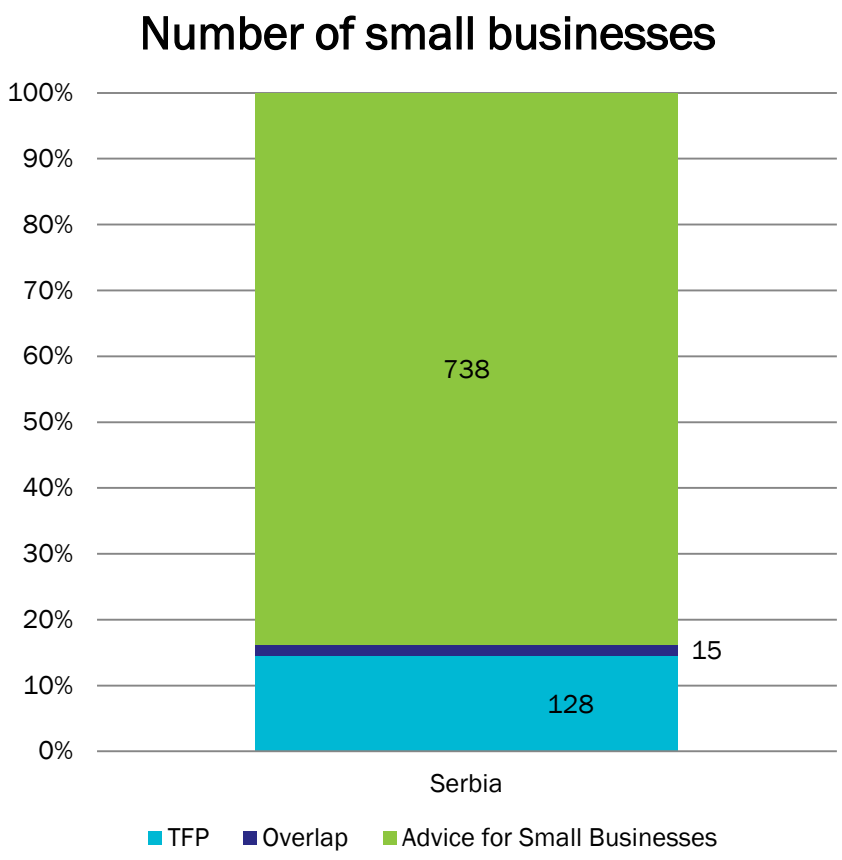
€1 bn
volume of trade supported in Georgia

€12 mln
value of advisory projects in Georgia

4
local banks with trade finance facilities

59
small businesses received both trade finance and advice

Trade Finance and Advice in Serbia



507
trade finance transactions

753
advisory projects

€82 mln
volume of trade supported in Serbia

€16 mln
value of advisory projects in Serbia

4
local banks with trade finance facilities

15
small businesses received both trade finance and advice

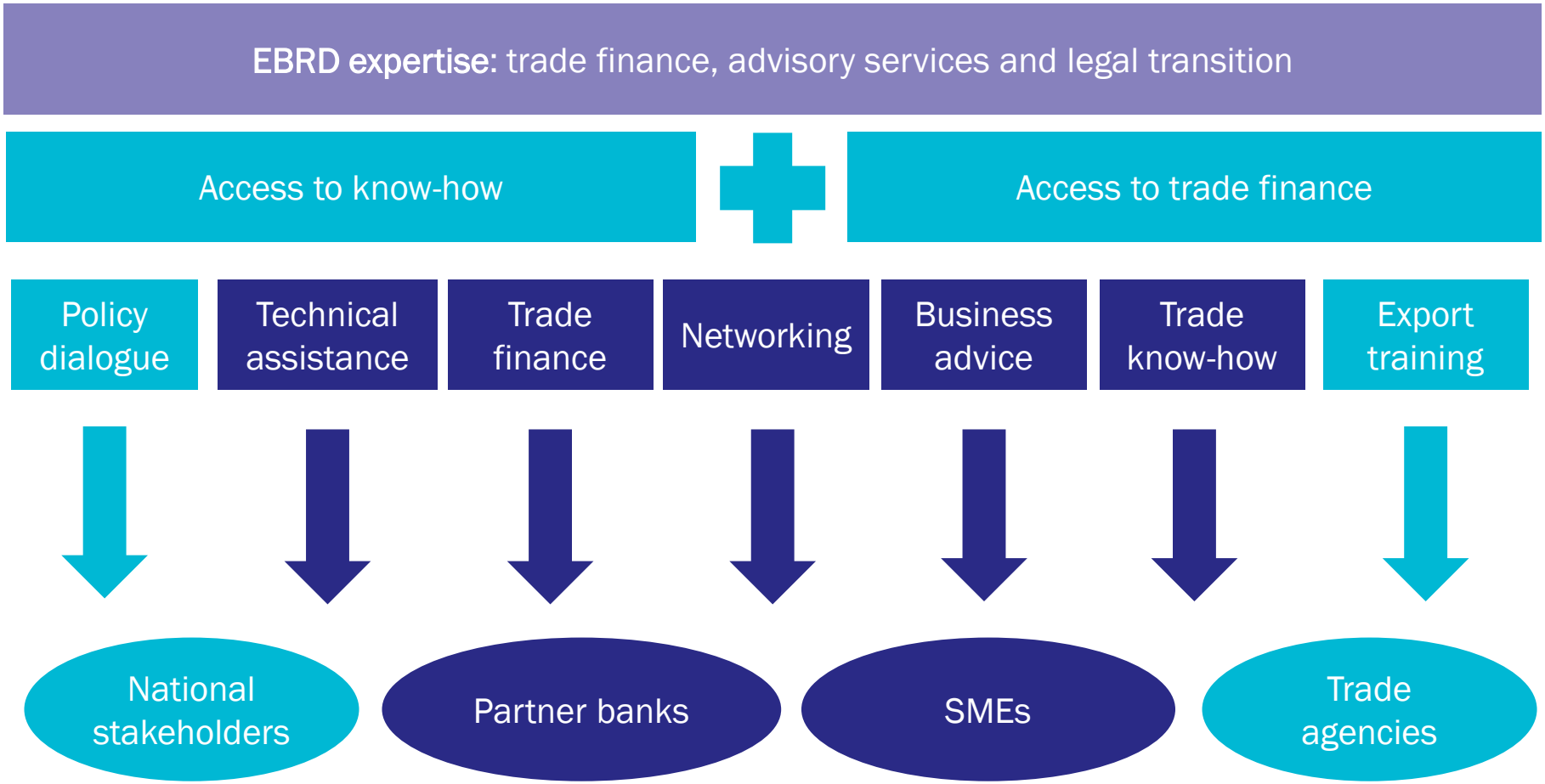
Trade Ready

The overall objective of the initiative is to strengthen import and export activities of small businesses, by assisting them to access trade finance, know-how and trainings to help them develop and grow.

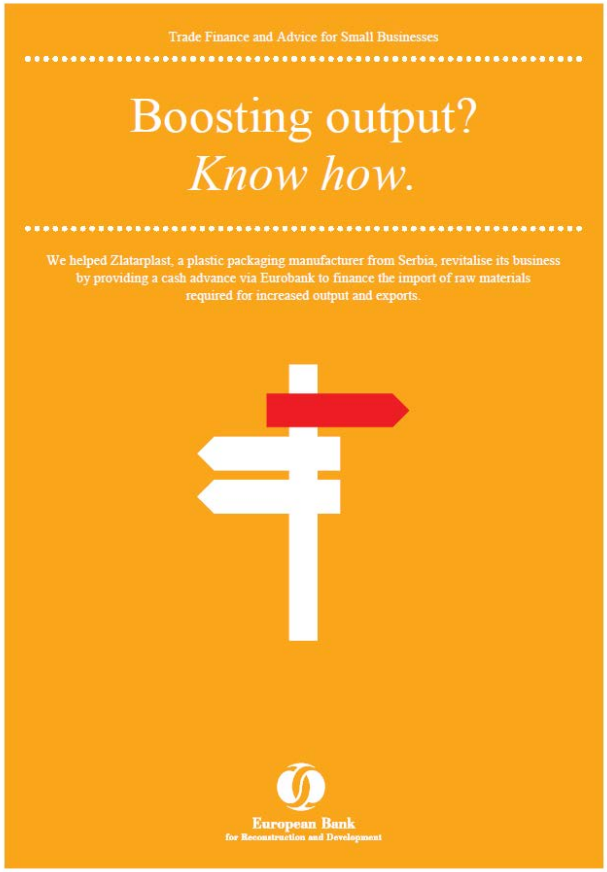
The purpose of the initiative is to:

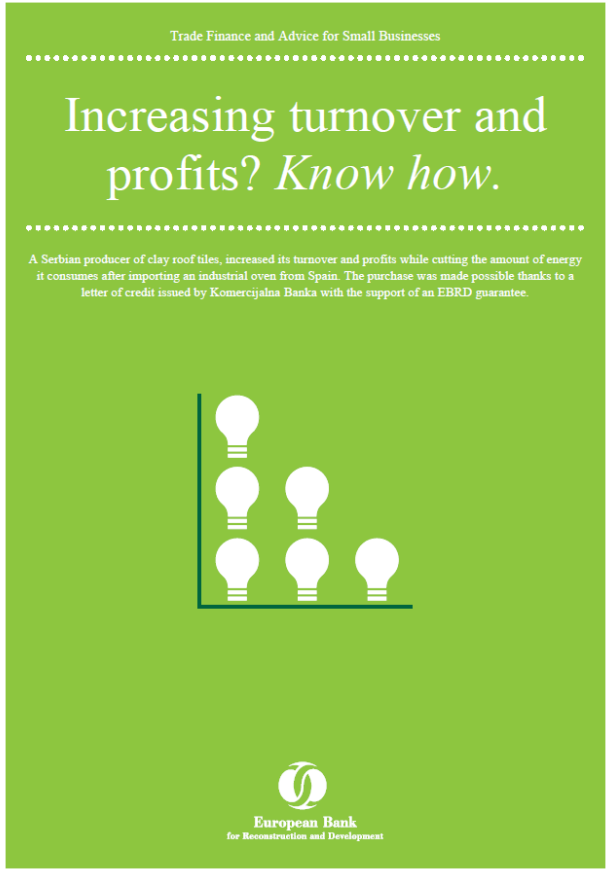
- Develop small businesses' capabilities to access trade finance for their sustainable growth and job creation.
- Develop new credit mechanisms targeting small businesses involved in trade through technical assistance to participating financial institutions.
- Support small businesses in accessing know-how, trainings and networking opportunities in the area of trade.

Concept


EBRD expertise: trade finance, advisory services and legal transition
Access to know-how
Access to trade finance
Policy dialogue
Technical assistance
Trade finance
Networking
Business advice
Trade know-how
Export training
National stakeholders
Partner banks
SMEs
Trade agencies

Case Studies





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