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
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

Number of small businesses

- Green bar: 738 small businesses
- Blue bar: 128 small businesses received both trade finance and advice
- Purple bar: 15 small businesses received only trade finance

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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

Boosting output? Know how.

We helped Zlatiplast, a plastic packaging manufacturer from Serbia, revitalize its business by providing a cash advance via Eurobank to finance the import of raw materials required for increased output and exports.

Increasing turnover and profits? Know how.

A Serbian producer of clay roof tiles, increased its turnover and profits while cutting the amount of energy it consumes after importing an industrial oven from Spain. The purchase was made possible thanks to a letter of credit issued by Konzernooblast Banka with the support of an EBRD guarantee.
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