

International Consultants Day 2021

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European Bank
for Reconstruction and Development

EBRD's Small Business Initiative - An integrated toolbox for SMEs

Financing through financial institutions

- 200+ partner financial institutions
- €1+ billion of finance each year
- Benefitting hundreds of thousands of small businesses

Co-financing with financial institutions

- Lessening the risk of financing small businesses
- Helping partner financing institutions to make their money go further

Direct financing

- Providing direct financing for small businesses, coupled with business advice
- Instilling higher standards of corporate governance and financial transparency

Business advice

- Providing business advice delivered by local consultants and/or international industry experts
- Ranging from strategy to operations, financial reporting, energy efficiency and much more.

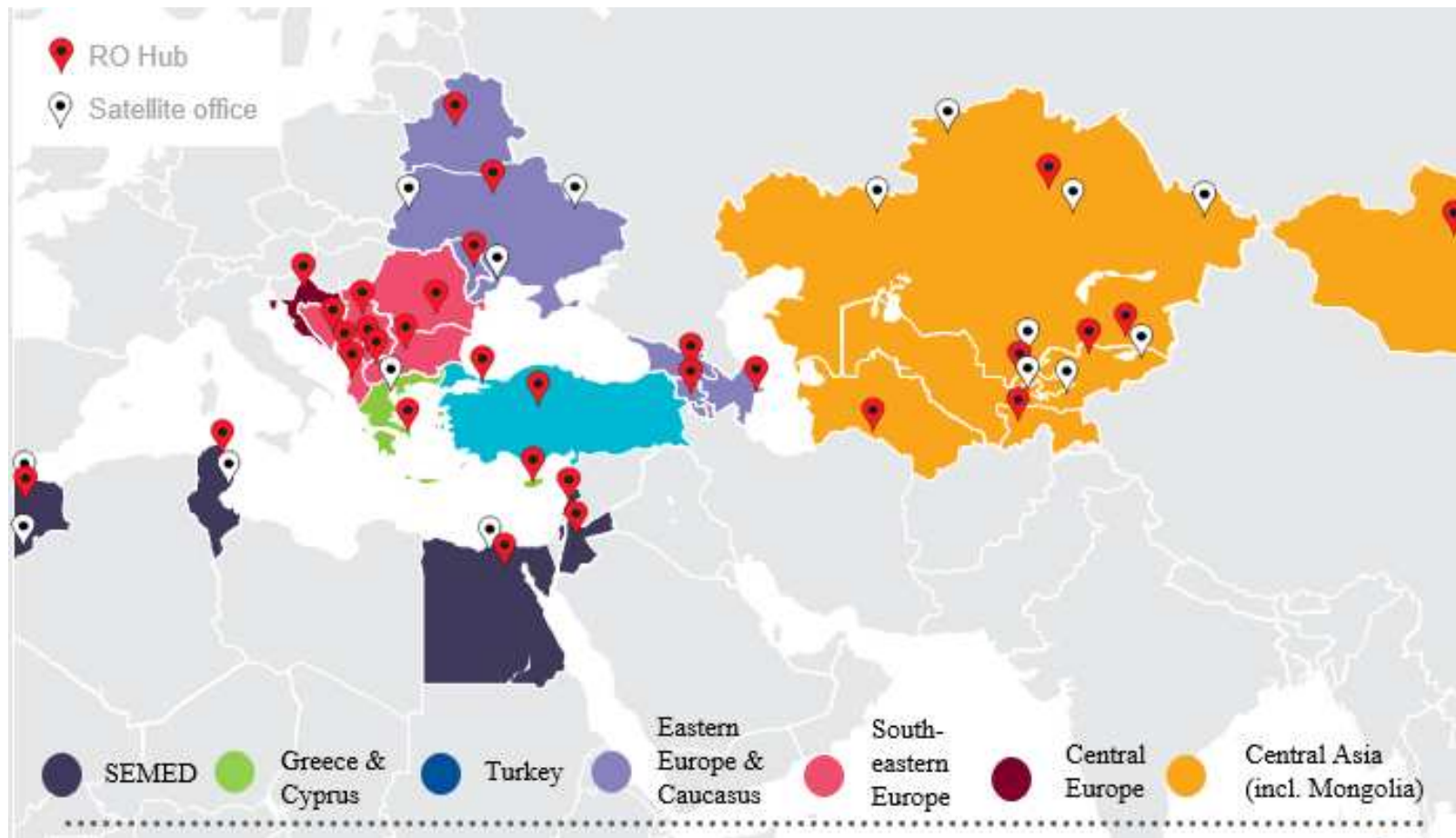
Policy dialogue

- Taking targeted policy actions alongside our investments
- Engaging effectively with policy-makers across our region

SBI Regional Network



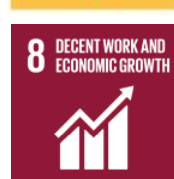
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SBI alignment to UN Sustainable Development Goals



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Reducing skills mismatch
(Youth in Business, Skills in Business)



Encouraging women entrepreneurship
(Women in Business)



Know-how transfer
(local consultancy, international advisory,
training for SMEs and local consultants)



Access to finance
(FIF, RSF, DFF, VCIP)



**Expanding SME access
to trade finance and advice**



Supporting innovative start-ups
(Star Venture)



**Integrating SMEs into value chains
and markets**
(Supply chain advisory and finance)



Refugee response activities

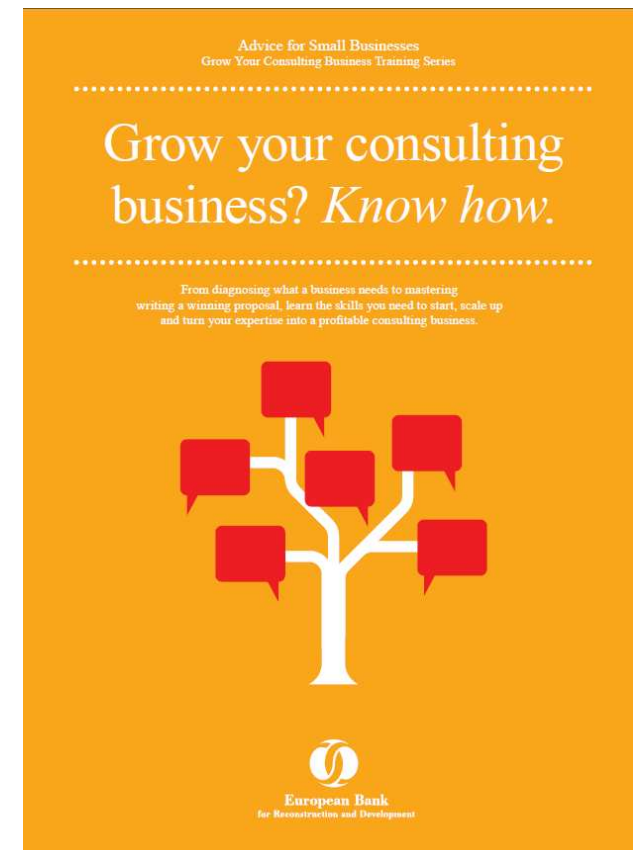


Building local consultancy markets



European Bank
for Reconstruction and Development

- Over 10k consultants in the network in 30 countries/territories
- Implemented over 33k advisory projects
- Over 5k local consultants trained via ***Grow your consulting business training series***
 - Built around Consultancy competency framework
 - Includes training and the checklist on ISO 20700
- Bi-annual consultancy market review, international conferences, networking opportunities



Advisory impact on SME performance

Advisory Impact on SME Performance (2018-2020)



Turnover

77%
of enterprises grew their turnover

by a median of **30%**

for a total of **€4,416M** in additional turnover

Jobs

60%
of enterprises grew their employees

by a median of **25%**

for a total of **61,885** in new jobs

Productivity

62%
of enterprises grew their productivity

by a median of **28%**

for an average of **€1,341** growth in turnover per employee

Exports

25%
of enterprises grew their exports

by a median of **€110,855**

for a total of **€898,531,357** in additional exports

38%
of enterprises used a consultant again (within 12 months)



Thank you!

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