



EU IS STRENGTHENING BUSINESSES IN EASTERN PARTNER COUNTRIES

EXAMPLES FROM THE COUNTRIES

ARMENIA



**VAHAN KHACHATRYAN
BAKER**

transformed his business with two **loans from the EU**, which helped him to install energy efficient gas stoves. Vahan's business grew and he now employs 11 people.

AZERBAIJAN



**NIGYAR KOCHARLI
BOOK SHOP OWNER**

introduced an IT system with **EU funding and expert advice from the EBRD**. Now Nigyar has a bookshop chain of 5 stores and even two book cafes.

BELARUS



**NIKOLAY KURAYEV
IT DEVELOPER**

worked together with an experienced **business adviser from the EBRD as part of EU support** to help him **expand his business**. The turnover of Nikolay's company increased by 65% in one year.

GEORGIA



**OMAR BAXTURIDZE
DENTIST**

received a loan to buy more space with a better location for his dental practice. Now, the number of clients has increased. Omar plans to add two dental chairs in his new surgery.

REPUBLIC OF MOLDOVA



**ANDRIAN DAVIDESCU
WINE PRODUCER**

received **EU funding** and advice from **EBRD experts** to improve the **marketing** of his wines. Now Andrian exports his wine to more than eight countries.

UKRAINE



**SERGEI SINIZKIY
FARMER**

received a series of **loans from the EU to try new crops** and acquire **farming equipment**. Now Sergei cultivates 1000 hectares and employs seven people.

IN FIGURES

Since 2009 more than:



**100,000
enterprises supported**



**10,000
new jobs created**



**20,000
people trained**



BETTER ACCESS TO FINANCE

- Supporting loans in local currency
- Finance for export-related investments
- Finance for buying or upgrading equipment
- Loans for women-led businesses
- Micro credits for setting up or developing a small business



IMPROVED BUSINESS SKILLS

- Tailored advisory services and technical support to companies on human resources, IT and management
- Training programmes to improve skills of entrepreneurs
- Tailored training and mentoring for women entrepreneurs



BETTER ACCESS TO NEW MARKETS

- Business advice and training for export-oriented companies
- Help for companies to adapt and trade with the EU
- Support to agricultural and food industries to take advantage of EU markets

EU4BUSINESS ACROSS THE REGION

Helps small businesses grow in Armenia, Azerbaijan, Belarus, Georgia, Republic of Moldova and Ukraine

Provides access to finance, support for exporting to new markets, know-how for growth

Since 2009, 190,000 sub-loans awarded and more than 20,000 people trained

The EU helps companies in the **Eastern Partner countries** through the **EU4Business Initiative** and works together with the EBRD, EIB, KfW, GFA, GIZ, the International Trade Centre, the International Centre for Intercultural Research, Learning and Dialogue, EUROCHAMBRES, UEAPME, OECD, the World Bank, and EBA Armenia.