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Q1 Donor Country (or headquarters location in the case of Organizations) **EBRD - headquartered in the UNITED KINGDOM**

Q2 About you

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Page 7: SECTION 1: AID-FOR-TRADE PRIORITIES (YOUR GOVERNMENT'S AID-FOR-TRADE PRIORITIES)

Q3 Do you have an Aid-for-trade strategy? **No**

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Q4 If yes, please indicate your Aid-for-Trade priorities: Below are listed the most common priority areas grouped according to broad Aid-for-Trade categories. Please rank the top 5 priority areas among the ones listed below. (1 being the most important) **Respondent skipped this question**

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Q5 If no or unsure, does your development policy include trade priorities? **Yes**

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Q6 If yes, please indicate the trade priorities in your development policy. Below are listed the most common priority areas grouped according to broad Aid-for-Trade categories. Please rank the top 5 priority areas among the ones listed below. (1 being the most important)

Connecting to value chains	3
Export diversification	3
International competitiveness	1
Trade finance access	2
Transport infrastructure (airport, roads, rail, port)	3

Please specify further the priorities that you selected above as well as the main problems/obstacles encountered in furthering them and provide a weblink to the relevant strategy.:

The categories ranked above should rather be considered as equally ranked. The EBRD supports private and public sector investments in all of the above areas, priorities are rather determined on the country/regional level. This includes financial support for enterprises, including those with an export orientation, and specifically the development and strengthening of global and regional value chains. EBRD is also implementing the "Value Chain Competitiveness Programme" (VCCP), under the EBRD - EU Trade and Competitiveness Program, that aims to support local value chain development and promote exports to the EU and other markets, notably with a focus on SMEs in selected countries. EBRD financing also includes investments in cross-border transport infrastructure, and regional power pools and projects to promote regional energy markets. In addition, the EBRD has developed a Trade Facilitation Programme that promotes trade by mitigating counter-party risks. Moreover, the EBRD has launched "Trade Ready", its new trade support initiative for MSMEs involved in trade, which enables them access trade finance and business advice to unleash their international trade potential.

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Q7 Has your Aid-for-Trade strategy, or trade priorities in your development policy, changed since 2016?

Yes,

Please specify further and include a weblink to the relevant development strategy.:

EBRD does not have an explicit Aid-for-Trade strategy, and its priorities are tailored to its countries of operation and local market developments. Since the last monitoring exercise in 2016, EBRD stepped up its support of value chain integration, notably through the "Value Chain Competitiveness Programme" (under the EBRD-EU Trade and Competitiveness Program), launched in selected countries.

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Q8 If yes, please rank the top 3 drivers of these changes :(Please choose no more than 3 options)

Economic diversification

1

MSMEs growth and development objectives

2

Trade finance access

3

Additional information on the top 3 drivers of changes in your Aid-for-Trade priorities since 2016.:

EBRDs priorities are partly driven by the market developments in each of its countries of operations as well as updated country strategies. Under its Trade Facilitation Programme EBRD has continuously supported access to trade and is working with other international organisations to enhance the coordination of capacity development activities to further improve access to trade finance in the face of emerging challenges.

Q9 Have these changes been reflected in your dialogue with partner countries and development institutions?

Yes

Q10 Please provide names, titles, references or weblinks to policy documents relevant to Aid for Trade in your country.

Respondent skipped this question

Page 14: SECTION 2: AID FOR TRADE IN SUPPORT OF ECONOMIC DIVERSIFICATION

Q11 Is economic diversification a priority in your development or Aid-for-Trade strategy?

Yes,

If yes, please provide additional information about this strategy (including as to how economic diversification is defined and measured).:

Economic progress and growth are at the centre of EBRD's mandate, and structural transformations and economic diversification are key drivers to achieve such progress. The Bank's operations include assistance for clients and partner countries including support to improve efficiency in the use of resources, transition to greater value added activities, and strengthened competition and competitiveness in domestic and international markets.

Q12 What are the main constraints to economic diversification identified that your development or Aid-for-Trade strategy seek to address?(You may tick more than 1 box)

Inadequate network infrastructure (power, water, telecommunications)

,

Limited access to trade finance

Limited e-trade readiness,

Limited industrial or manufacturing capacity

Limited network and/or transport infrastructure of a cross border nature

,

Limited standards compliance

Low levels of training and skills

Poor international competitiveness,

Transport infrastructure (airport, roads, rail, port)

Unaffordable and/or unreliable electricity access,

Additional information on the main constraints to economic diversification as identified in your Aid-for-Trade strategy.:

The major constraint to economic diversification identified in EBRD's operations is a general lack of competitiveness, often driven by inefficiencies in the use of resources and inputs related to infrastructure, energy and labour as well as government regulations that in turn affect the environment for doing business; thus hindering economic diversification.

Q13 Please indicate in which category(ies) of aid-for-trade financing you provide aid-for-trade support for economic diversification.(You may tick more than 1 box and/or leave boxes unticked if you do receive support)

Transport and storage infrastructure ,

Communications infrastructure,

Energy supply and generation infrastructure ,

Business support services,

Banking and financial services ,

Agriculture,

Industry,

Mineral resources and mining ,

Travel and tourism ,

Other trade related needs ,

Additional information on which categories of aid-for-trade financing you provide aid-for-trade-support for economic diversification.:

EBRD provides Aid for Trade financing mostly through its general investment operations. The above are categories where the EBRD provides its financial support to private and public entities and gets involved in policy dialogue to drive economic growth and diversification in the countries it operates. Along with the other categories, EBRD also gives specific trade finance support through guarantees and other risk sharing instruments as part of its Trade Facilitation Programme (TFP).

Q14 Does the aid-for-trade support you provide for economic diversification align with partners' priorities as established in their national or regional trade and development strategy(ies)?

Yes,

Additional information on how the aid-for-trade support you provide for economic diversification aligns with the priorities established in partners national or regional trade and development strategy(ies).:

Part of EBRD's mandate is to work closely with enterprises on the ground as well as with public stakeholders to provide support for improving the economic climate and promote economic growth. For this, EBRD relies on regularly updated country strategies to guide its operations, which are elaborated in close consultation with local stakeholders from both the public and private sector.

Q15 Has the aid-for-trade support you provide in economic diversification recorded progress in partner countries since the launch of the Aid-for-Trade initiative in 2006?

Yes,

Additional information on whether the aid-for-trade support for economic diversification you provide recorded progress.:

The EBRD does not track macro-level developments, but rather progress is tracked on individual projects, where the direct impact can be identified. In 2017, the Bank's internal monitoring registered 294 projects as successfully closed, measured against the expected transition and development impact, including support for economic diversification in various dimensions.

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Q16 If yes please specify, in which area(s):(You may tick more than 1 box)

Export ,
diversification

Structural transformation,

Industrialization, including manufacturing value added

Q17 If yes, please also indicate in which sector(s):(You may tick more than 1 box)

Agriculture,

Industry,

Services

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Q18 In which category(ies) of Aid for Trade is the support you provide impactful for economic diversification?(You may tick more than 1 box and/or leave boxes unticked if you do not receive support)

Transport and storage infrastructure ,

Communications infrastructure,

Energy supply and generation infrastructure ,

Business support services,

Banking and financial services ,

Agriculture,

Industry,

Mineral resources and mining ,

Travel and tourism ,

Other trade related needs ,

Additional information on which category(ies) of Aid for Trade the support you provide is impactful for economic diversification, including information on which your answer is based.:

The EBRD measures and monitors its impact on all individual projects along six qualities of a sustainable market economy: competitive, well-governed, green, inclusive, resilient and integrated. The above answers represent all sectors in which progress was tracked over the past two years.

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Q19 What factors contribute to the success of the aid-for-trade support you provide for economic diversification?(You may tick more than 1 box. Please limit your answer to the top five factors)

Good trade-related infrastructure ,

Leveraging of foreign direct investment ,

Mobilization of domestic private investment ,

Services capacity,

Additional information on the factors that contribute to the success of the aid-for-trade support your provide for economic diversification.:

EBRD's operations are strongly related to private sector and market developments in its countries of operations, hence the results of EBRD's support are also influenced by each country's business environment and regulations.

Q20 What factors may limit the success of the aid-for-trade support that you provide for economic diversification?(You may tick more than 1 box. Please limit your answer to the top five factors.)

Inadequate infrastructure,
Failure to mobilize domestic private investment ,
Inability to leverage foreign direct investment ,
Limited financing for the private sector ,
Limited services capacity

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Q21 Does the Aid for Trade you provide help mobilize other forms of development finance for economic diversification in partner countries (i.e. non-concessional financing, foreign direct investment, remittances, trade finance, etc.).

Yes,
 Additional information on how Aid for Trade helps mobilize other forms of development finance for economic diversification.:
 Many of EBRDs operations involve co-financing with local banking and non-banking financial institutions, as well as other international Development Finance Institutions, which helps to mobilise non-concessional and concessional financing sources locally and internationally.

Q22 To which partner country(ies) or territory(ies) do you provide aid-for-trade financing for economic diversification?(You may tick more than 1 box)

Additional information on the partner country(ies), territory(ies) or regional programmes in which you provide aid-for-trade financing for economic diversification.:
 The EBRD operates in 38 developing countries called 'countries of operation' or 'CoOs'. A comprehensive list can be found here: <https://www.ebrd.com/where-we-are.html>. In particular, under the EBRD EU Trade and Competitiveness Program, the Bank is implementing the Value Chain Competitiveness Programme in Egypt, Jordan, Morocco and Tunisia, which aims to increase the access that SMEs in these countries have to high-value markets such as the European Union.

Q23 Through which channels do you provide aid-for-trade financing for economic diversification?(You may tick more than 1 box)

Other, e.g. new institutions or programmes ,

Please provide further details on the channels through which you provide aid-for-trade financing for economic diversification.:

The EBRD provides aid-for-trade financing through its general investment operations, Trade Facilitation Programme, and Value Chain Competitiveness Programme. (under the EBRD-EU Trade and Competitiveness Program). The Bank works with stakeholders on the ground to create better financing opportunities for public and private sector entities and to incentivise exports, improve trade related infrastructure and efficient use of resources and to introduce higher-value added production activities.

Q24 With which South-South partner(s) do you partner to offer financing for economic diversification?(You may tick more than 1 box or leave all boxes unticked if you do not partner with any)

Additional information the South-South partner(s) you partner with to provide financing for economic diversification.:

The EBRD works with private and public entities in the countries it operates mainly by providing financing for investment projects, often alongside various public, private and DFI partners.

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Q25 Looking ahead, in which sectors do you anticipate future support for economic diversification to be required? (You may tick more than 1 box)

Agriculture,
Industry,
Services

Q26 Looking ahead, in which category(ies) of aid-for-trade financing do you anticipate that you will continue to provide aid-for-trade support for economic diversification.(You may tick more than 1 box and/or leave boxes unticked if you do not receive support)

Transport and storage infrastructure ,
Communications infrastructure,
Energy supply and generation infrastructure ,
Business support services,
Banking and financial services ,
Agriculture,
Industry,
Mineral resources and mining ,
Travel and tourism

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Q27 Is there any Aid for Trade project or programme for economic diversification that you would like to showcase as an example of best practice?(Please provide additional information and include weblinks as relevant)

The EBRD is involved in a variety of projects that ultimately contribute to transitioning economies from low value-added production to a more skills and knowledge based production, and improve the competitiveness of markets.

To specifically address the constraints limiting cross border trade financing, in 1999 the EBRD set up the Trade Facilitation Programme (TFP). Over the past two years the TFP has been involved in more than 3500 foreign trade transactions with a total volume of EUR 3.7 billion. Examples of trade facilitated by the programme in 2018 are the import of agricultural equipment from Austria, Denmark, Czech Republic, Germany and Italy into Ukraine or the export of construction services from Greece to Croatia, Finland, Lithuania, Morocco, Nigeria, Spain, Uganda and the United Kingdom.

Although the programme is well established, it is constantly adapting to respond to changing market needs. In recent years, trade has declined in the wake of the financial crisis, also affecting trade finance. The risk aversion triggered then has been exacerbated by the implementation of Basel III capital requirements and the related bank resolution laws in many jurisdictions, coupled with stronger KYC/AML requirements that drive the costs of doing interbank business up. Some markets have suffered systemic disruption, with traditional channels of financing severely distressed or withdrawn altogether, as seen in Ukraine, Greece, Cyprus, Turkey or Lebanon. EBRD's TFP is actively working with WTO, IMF and the Financial Stability Board on global and regional efforts to enhance the coordination of capacity development activities to address the de-risking and decline in correspondent banking due to the aforementioned enhanced compliance regulation.

Going forward, EBRD will continue to support banks in countries with lower country risk ratings which, as yet, do not have sufficient trade finance facilities from foreign commercial banks. Partner Banks in the more advanced countries and the SEMED region predominantly used TFP for large -volume trade finance transactions where there was lower appetite from the foreign commercial banks and EBRD will seek to support large-volume and long-term trade finance. This will also include supporting the growing 'South-South' trade finance, for example related to increased imports from CIS countries into Egypt and Morocco as well as intra-regional trade with Cyprus, Greece and Turkey.

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Q28 Is economic empowerment a priority in your aid-for-trade and development strategy?

Yes,

If yes, please provide additional information on how economic empowerment is prioritized in your aid-for-trade and development strategy.:

Economic empowerment of women, young people, people living in remote or rural areas and MSMEs is seen as an important contributor to well-functioning market economies and inclusive societies –a core component of sustainable and equitable transition. EBRD promotes a vision for equality of opportunity regardless of gender, age and socio-economic status, reflected in its Strategy for the Promotion of Gender Equality 2016-2020. The Bank aims to provide support for economic development, where individuals have the same opportunities to access finance and assets, establish and lead business, access jobs and services, and participate in decision-making processes.

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Q29 For which groups does your aid-for-trade strategy seek to promote economic empowerment?(You may tick more than 1 box)

Women's economic empowerment

Micro, Small and Medium Sized Enterprises

Youth economic empowerment

Additional information on the groups for which your aid-for-trade strategy is seeking to promote economic empowerment.:

The EBRD Strategy for the Promotion of Gender Equality 2016-2020 supports building equitable and sustainable economies. The Bank contributes to women's ability to trade through its investments and business advice (e.g. in the context of our highly successful Women in Business programmes), business and via its policy dialogue initiatives. The EBRD Economic Inclusion Strategy also focuses on economic empowerment with a primary focus on women, young people and individuals living in remote or rural areas of our countries of operations. In addition to these, the EBRD's Small Business Initiative promotes the growth of MSMEs by providing finance and business advice (including through Trade Ready, the EBRD's new trade support initiative), thus encouraging empowerment through entrepreneurial activity and access to international markets.

Q30 Does your aid-for-trade or development strategy propose any indicators to track economic empowerment or include any targets to achieve?

Yes,

If yes, please provide additional information the indicators or targets on economic empowerment included in your aid-for-trade strategy.:

The objective of the EBRD's Gender Strategy is to increase women's economic empowerment and equality of opportunities in the EBRD countries of operations. Specifically, this will be achieved by (a) increasing the number of projects which support the promotion of gender equality and (b) promoting through policy dialogue an enabling environment in its countries of operations that is conducive to enhanced access to economic opportunities. The full Performance & Monitoring Framework for the Implementation of the Gender Strategy can be found on p.40 (Table 3) via the following link:
<https://www.ebrd.com/cs/Satellite?c=Content&cid=1395248244259&d=Mobile&pagename=EBRD%2FContent%2FHublet>.

Q31 Does your aid-for-trade or development strategy link economic empowerment in partner countries to their participation in international trade?

No

Q32 Please indicate in which category(ies) of aid-for-trade financing you provide support for Aid for Trade for economic empowerment.(You may tick more than 1 box and/or leave all boxes unticked if you do not receive support)

Business support services,

Banking and financial services ,

Agriculture,

Industry,

Mineral resources and mining ,

Travel and tourism ,

Additional information on the categories of aid-for-trade financing in which you provide support for Aid for Trade for economic empowerment.:

Economic inclusion and support for MSMEs are integrated into EBRD's operations across the full portfolio of sectors where EBRD provides financing.

Q33 Does the aid-for-trade support you provide for economic empowerment align with the empowerment priorities established in partner countries national or regional trade and development strategy(ies)?

Yes,

Additional information on how the aid-for-trade support you provide for economic empowerment aligns with the empowerment priorities established in partner countries national or regional trade and development strategy(ies).:

The EBRD strategy for the empowerment of women, young people and small businesses is tailored to each of the countries according to their specific needs as identified in the diagnostics assessments. The EBRD works closely with governments in each of the countries to be able to address the identified weaknesses through policy dialogue and the private sector financing it provides. A recent example of this is the technical assistance support, the EBRD provided to the government of Tajikistan to identify the constraints women entrepreneurs face in the country. The priority areas were: (a) promotion of gender-sensitive public procurement; (b) establishment of gender policy screening mechanism; (c) reform of childcare service provision, all of which were integrated in the Medium Term National Development Plan for 2019-2020 by the Government of Tajikistan.

Q34 Is women's economic empowerment a priority in your development or aid-for-trade strategy?

Yes,

Additional information on how women's economic empowerment is prioritized in your development aid-for-trade strategy.:

The EBRD Strategy for the Promotion of Gender Equality 2016-2020 supports building equitable and sustainable economies. EBRD contributes to women's economic empowerment and ability to trade through its investments and policy dialogue initiatives. Openness to trade is a key factor for long-term economic growth and as such the way in which the promotion of gender equality can augment and expand its impact is taken into consideration by the ERBD: addressing underlying gender inequalities affecting women's access to economic opportunities can support and extend the durability of economic performance.

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Q35 In your view, how best can Aid for Trade make a contribution to women's economic empowerment? (You may tick more than 1 box. Please limit your answer to the top five factors)

Improving access to global value chains ,

Providing access to finance ,

Supporting the elaboration of gender-sensitive policies ,

Upgrading business skills,

Upgrading ICT skills

Q36 What forms of aid-for-trade financing, in your view, best support women's economic empowerment?(You may tick more than 1 box and/or leave all boxes unticked if you do not receive support)

Business support services,

Banking and financial services ,

Agriculture,

Industry,

Mineral resources and mining ,

Travel and tourism

Q37 What factors contribute to the success of Aid for Trade in promoting women's economic empowerment? (You may tick more than 1 box. Please limit your answer to the top five factors)

Coordination among donors ,

Country ownership,

Mobilization of domestic private investment

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Q38 In your view, how best can Aid for Trade make a contribution to the economic empowerment of MSMEs. (You may tick more than 1 box. Please limit your answer to the top five factors)

Providing access to finance ,

Supporting rural trade ,

Improving access to foreign markets ,

Improving access to global value chains ,

Improving the provision of services ,

Additional information or examples of projects and programmes on how Aid for Trade can make a contribution to the economic empowerment of MSMEs.:

The EBRD Strategy for the Promotion of Gender Equality 2016-2020 supports building equitable and sustainable economies. EBRD contributes to women's economic empowerment and ability to trade through its investments and policy dialogue initiatives. Openness to trade is a key factor for long-term economic growth and as such the way in which the promotion of gender equality can augment and expand its impact is taken into consideration by the ERBD: addressing underlying gender inequalities affecting women's access to economic opportunities can support and extend the durability of economic performance.

Q39 What forms of aid-for-trade financing, in your view, best support the economic empowerment of MSMEs? (You may tick more than 1 box and/or leave all boxes unticked if you do not receive support)

Business support services,

Banking and financial services ,

Agriculture,

Trade education/training,

Transport and storage infrastructure ,

Communications infrastructure,

Industry,

Mineral resources and mining ,

Travel and tourism

Q40 What factors contribute to the success of Aid for Trade in promoting the economic empowerment of MSMEs? (You may tick more than 1 box. Please limit your answer to the top five factors)

- Donor interest in specific projects/programmes
- Good trade-related infrastructure
- Leveraging of foreign direct investment
- Mobilization of domestic private investment

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Q41 In your view, how best can Aid for Trade contribute to Youth economic empowerment?(You may tick more than 1 box. Please limit your answer to the top five factors)

- Providing access to finance
- Upgrading business skills,
- Upgrading ICT skills
- Improving access to global value chains
- Improving the provision of services

Q42 What forms of aid-for-trade financing, in your view, best support Youth economic empowerment?(You may tick more than 1 box and/or leave all boxes unticked if you do not receive support)

- Business support services,
- Banking and financial services
- Agriculture,
- Industry,
- Mineral resources and mining
- Travel and tourism

Q43 What factors contribute to the success of Aid for Trade in promoting Youth economic empowerment? (You may tick more than 1 box. Please limit your answer to the top five factors)

- Coordination among donors
- Country ownership,
- Mobilization of domestic private investment

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Q44 In your view, can Aid for Trade make a contribution to the achievement of the 2030 Sustainable Development Agenda ?

Yes

Q45 If yes, please specify which Sustainable Development Goal or Goals (SDGs) Aid for Trade can help to achieve. (You may tick more than 1 box) Sustainable Development Goals:

5. Gender equality ,

8. Decent work and economic growth ,

9. Industry, innovation and infrastructure ,

13. Climate action ,

17. Partnership for the goals ,

Additional information on the Sustainable Development Goal(s) Aid for Trade can help to achieve.:

Aid for Trade activities in general may directly or indirectly impact almost all SDGs. Given the EBRD's operations and Aid-for-Trade's objectives and scope of activities, the EBRD's contribution would most directly work through the channels indicated above.

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Q46 Which partner country(ies) or custom territory(ies) are the main recipients of the aid-for-trade financing you provide for economic empowerment? (You may tick more than 1 box)

Additional information on the country(ies) or custom territory(ies) that are the main recipients of the aid-for-trade financing you provide for economic empowerment.:

There are 38 economies in which the EBRD operates with general investment operations. In addition, the Bank has more targeted programmes (such as the Women in Business Programme) in selected countries.

Q47 Through which channels do you provide aid-for-trade financing for economic empowerment? (You may tick more than 1 box)

Other, e.g. new institutions or programmes ,

Please provide further details on the channels through which you provide aid-for-trade financing for economic empowerment.:

The EBRD works with enterprises on a project by project basis by providing access to finance and expertise to facilitate the economic empowerment of women, young people and MSMEs.

Q48 With which South-South partner(s) do you partner with to provide aid-for-trade financing for economic empowerment? (You may tick more than 1 box or leave all boxes unticked if you do not partner with any))

Additional information on the South-South partner(s) your partner with to provide coherent aid-for-trade financing for economic empowerment.:

The EBRD works with private and public entities in the countries it operates mainly by providing financing for investment projects, often alongside various public, private and DFI partners.

Q49 Looking ahead, in which category(ies) of aid-for-trade financing do you anticipate that you will continue to provide aid-for-trade support for economic empowerment.(You may tick more than 1 box and/or leave boxes unticked if you do not receive support)

Business support services,
Banking and financial services ,
Agriculture,
Industry,
Mineral resources and mining ,
Travel and tourism

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Q50 Is there any Aid for Trade project or programme for economic empowerment you would like to showcase as particularly important or as an example of best practice?(Please provide any relevant additional information and include weblinks as relevant)

The EBRD's Women in Business programme helps women start-up and manage their businesses by providing dedicated credit lines and offering them tailored advice and training to increase their know-how and networking opportunities. The programme also helps partner financial institutions reach out to more potential borrowers among women entrepreneurs through improved marketing and product development and by introducing a risk-mitigation scheme for credit line beneficiaries.

Given the success of the Women in Business Programme the EBRD is currently setting up a similar venture with the focus being young entrepreneurs. The programme will target young individuals (aged 35 or below) in Egypt and Morocco by providing novel financing opportunities and capacity development for business improvement and expansion.

To help further MSMEs trade potential, EBRD has recently launched Trade Ready, a new trade support initiative to help MSMEs access trade finance and business advice in Georgia and Serbia. Through Trade Ready, the EBRD provides MSMEs with trade-related advice to make them more competitive at home and abroad, as well as offers training in trade finance and networking opportunities to help them better engage in trade activities. Amongst the numerous MSMEs supported through this programme is, for example, Standard Furniture Serbia, one of Serbia's oldest wood processing companies. Through Trade Ready the company not only developed a new strategic plan and better financial management, but also was given access to cash advances via a local bank to finance their increased production and exports, all of which contributed to further integrating them in IKEA's global value chain but also allowed them to diversify their buyers and explore other opportunities for exports.

<http://www.ebrdwomeninbusiness.com/>

<https://www.ebrd.com/what-we-do/projects-and-sectors/economic-inclusion.html>

<https://www.ebrd.com/tradeready>

Q51 Please provide any additional information.(Please reference in the form or weblinks, document symbols, including to evaluations of projects or programmes)

Respondent skipped this question

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Q52 CONSULTATION (Other ministries/agencies consulted in preparing this questionnaire reply):

Respondent skipped this question