



## The first EIB Loan for SMEs through the CBA - the TA component financed by the Eastern Partnership Technical Assistance Trust Fund

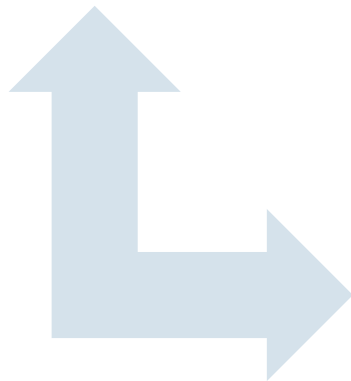
18 November 2016

# Objectives and tasks

## Supporting the expansion of sustainable lending to SMEs in the agricultural and tourism sectors of Armenia

- contributing to the broadening and deepening of the financial sector
- supporting SMEs and promoting development of the private sector
- creating and securing employment and income in rural areas of Armenia

### Objectives



### Tasks

1

Introduce/improve credit technologies, procedures and policies for agro and tourism lending

2

Training and capacity building for qualified financial institutions' staff

3

Design, introduction, training in procedures of environment and climate risk assessment of agro investments

4

Training of final beneficiaries in financial literacy

5

Assisting the GAF in monitoring activities & reporting to EIB

Team Leader  
(Dr. Armen Asatryan)

Expert in Tourism Finance  
(Gernot Kuhlisch)

Tourism Business Development Expert  
(Emil Cherkezian)

Procurement & Compliance Expert  
(Rudolf Petrosyan)

MIS Expert  
(Sergey Zenger)

Environmental & Social Safeguard Expert  
(Dr. Gayane Atoyan)

Agribusiness Development Expert  
(Dr. Mikhayil Gevorgyan)

Expert in Agricultural Finance  
(Alexander Barnewitz)

# IPC's project team

## Three dimensions targeted by the consultants:



Support for qualified financial institutions (QFIs)



Support for the German-Armenian Fund (GAF)



Support for final beneficiaries (SMEs)

# Support for qualified financial institutions (QFIs)

## Targeted support to the Armenian banking sector:

- Credit technology, policies and procedures
- Organisational structures, lending efficiency
- Market surveys
- Loan product development
- Specific lending and training manuals
- Environmental and climate risk assessments
- MIS support
- Procurement and compliance procedures
- Training and capacity-building



# Support for the German-Armenian Fund (GAF)

## Targeted support in implementing loans for SMEs:



- EIB project implementation
- EIB allocation proposals
- Environmental review procedures
- Procurement and compliance matters
- Optimisation of general operational processes
- Monitoring activities for EIB sub-loans
- Training and coaching





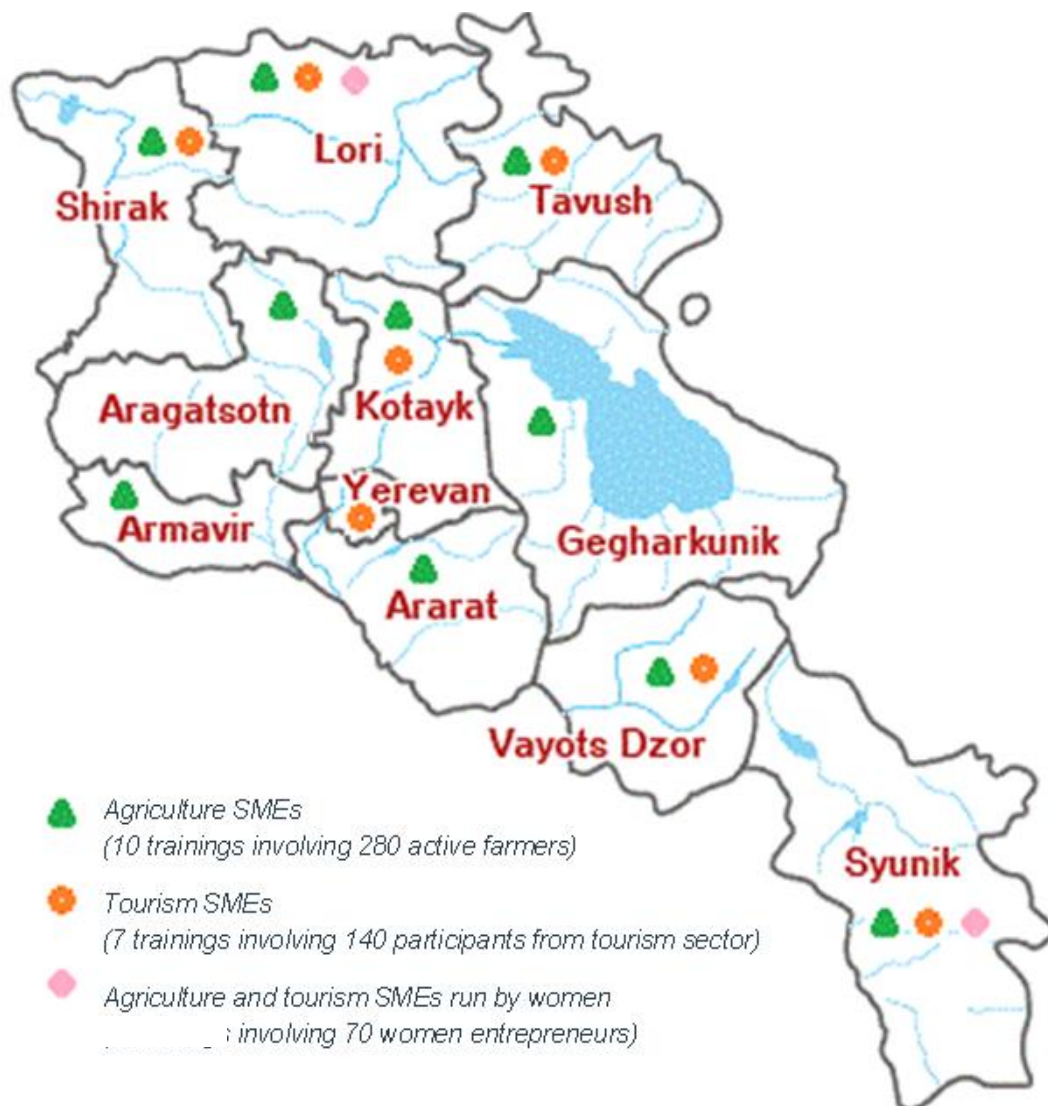
# Support for final beneficiaries (SMEs)

## Training in financial literacy, entrepreneurship and business skills:

- 19 workshops in all Armenian regions
- Around 500 potential final beneficiaries:
  - Agricultural SMEs
  - Tourism SMEs
  - Agricultural and tourism SMEs run by women
- Several round-table discussions with potential final beneficiaries, key experts and other stakeholders



# Support for final beneficiaries (SMEs)





# Impressions from the project

