EU4Business

COUNTRY REPORT 2020

BELARUS



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EXECUTIVE SUMMARY

EXECUTIVE SUMMARY FOR BELARUS:

2020 AT A GLANCE

The 2021 EU4Business Country Report for Belarus shows that the difficulties and challenges due to the COVID pandemic continue to affect SMEs and are equally challenging for the delivery of support by EU partners and implementers. The immediate EU response to the COVID pandemic was to increase the budget of the EU4Business Portfolio and reorient projects to meet these peculiar circumstances.

This means that in 2020, the budgets available to support SMEs in the EaP rose by **+60.42%**, representing an increase in **€19.99 million**

Despite the multiple lockdowns across much of 2020, EU disbursements rose in 2020



Despite this, EU4Business projects and programmes have supported

1,448 **SMEs** in 2020

Almost no change

+2.3% from 2019



This is a significant proportion of the

110,777

micro-, small-, and medium-sized enterprises (based on national statistics data)

or **1** in **77** **SMEs in the Belarus supported by the EU** (assuming each SME receives support once only).

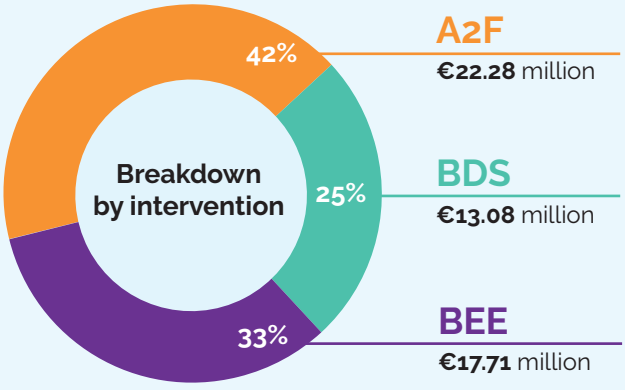
PORTFOLIO FOR BELARUS IN 2020

20 **projects**

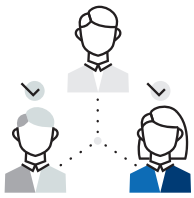
Total budget of EU support in Belarus

€53.07 million

Of which **€10.41 million** was disbursed



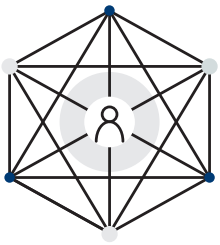
RESULTS OF EU SUPPORT IN 2020



1,448
SMEs supported

28.66% women-owned

5,895
new jobs created



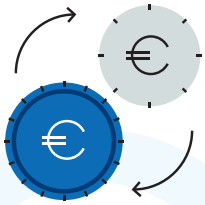
+8.00% growth in SMEs' turnover

+3.95% more SMEs engaged in exporting

+7.97% increase in staff in EU-supported SMEs

-8.06% decline in exports of EU-supported SMEs due to COVID challenges

€620.11
million
total turnover



employing
51.1
individuals

€396,545
annual income

IMPACT OF EU SUPPORT

For every million euro of EU support

€1
million

139 **SMEs** benefited → **566** **new jobs** were generated → **€4.41** **million** increase in incomes

Compared 2019

167 **SMEs** benefited → **163** **new jobs** were generated → **€14.38** **million** increase in income



RESULTS PER PILLAR

Access to Finance (A2F):

571 SMEs received loans

27.45% to women-owned SMEs

€13.13 million total value of loans

€22,994 average loan

2 partner financial institutions supported

Business Development Services(BDS):

79 business support organisations improved their capacity

851 consultancy services delivered to SMEs

29.5% women-owned

Business Enabling Environment (BEE):

74 laws, policies, regulations and procedures reformed

16 public-private dialogue events held

9 government institutions improved their capacity

EU4BUSINESS FACILITY COMMUNICATIONS





20+ success stories and news items were generated in Belarus and shared

Websites

1,200 website visits to Belarus webpage during March — August 2021

+17% growth in comparison to March — August 2020

3,800 webpage visits during March — August 2021

+47% growth in comparison to March — August 2020

The new website was launched in March 2021

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Newsletters

16 newsletters issued since August 2020

9% growth in subscribers from Belarus as of August 2021 in comparison to August 2020



Mark Hellyer
Team Leader,
EU4Business Facility

As businesses around the world continue to struggle with the effects of the COVID pandemic, the EU has demonstrated that it remains committed to supporting SMEs in Belarus. Despite the challenges of delivering this support, EU4Business initiatives have continued to deliver support and the number of SMEs supported have actually increased in 2020 but compared to 2019. As we move forward into the post 2020 policy environment, with ambitious targets of support and impact, EU4Business will continue to respond to the challenges and, in our 2022 annual report, we are confident we will be able to report on more support, stronger growth, and more jobs for SMEs in Belarus."

EU SUPPORT TO SMES IN BELARUS IN 2020

PORTFOLIO OVERVIEW

The European Union's support for SMEs in Belarus grew in 2020 by

+60.42%

2020	€53.07 million
2019	€33.08 million

EU SUPPORT IS FOCUSING ON THREE TYPES OF INTERVENTIONS:

- Access to Finance (A2F)
- Business Development Services (BDS)
- Business Enabling Environment (BEE)

20

Projects provided support to SMEs in Belarus in 2020

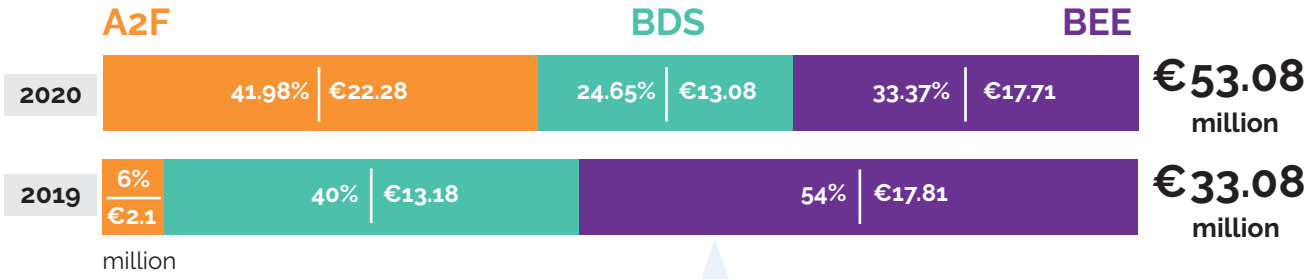
with a total budget of

€53.07 million

This is the total value of contracts being implemented in 2020 rather than disbursements



BREAKDOWN BY INTERVENTION



Total budgets of projects in Belarus

€53.07 million

Bilateral Projects

44.5%

of total budget

74% compared with 2019

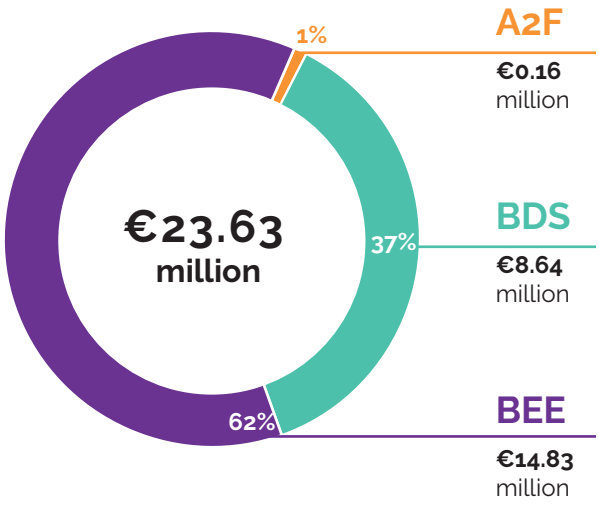
Regional Projects

55.5%

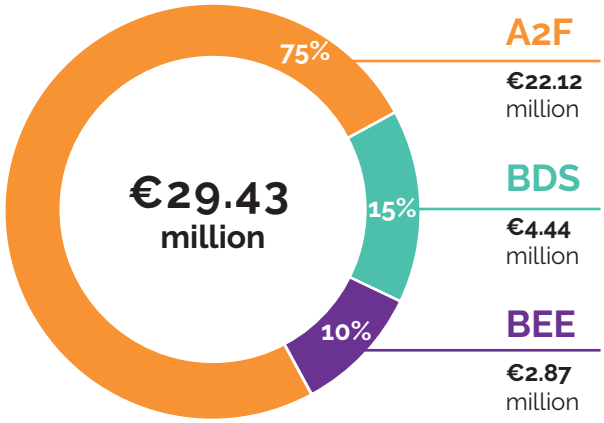
of total budget

26% compared with 2019

Breakdown of Bilateral Projects in Belarus by Intervention in 2020



Breakdown of Regional Projects in Belarus by Intervention in 2020



OVERVIEW
BY TYPE OF INTERVENTION



ACCESS TO FINANCE (A2F)

A2F is the largest area of support in Belarus representing 41.98% of budgets in 2020

A total of

€22.28 million

In EU support was allocated to unlock access to finance in Belarus in 2020

+960.95%

Compared with 2019

6 specific support instruments are used in Belarus

A1 Capped Loss Recovery

This is a risk-sharing instrument in the form of a grant that the EU provides to an IFI. This grant is used by the IFI to partially cover the loss that any PFI, such as a local bank, would carry as a result of SMEs not repaying part or all of its loan. In this way, the PFIs feel more comfortable and are willing to use the credit lines from IFIs to lend to SMEs. However, the EU grant only partially covers the potential loss that PFIs could claim. The recovery of loss covered by this EU risk sharing instrument is generally up to 10% of the total loan portfolio of the respective PFI (total value of the loans disbursed by the PFI from the respective credit line of the IFI) and generally up to 50% of each individual sub-loan. This actually means that if an SME does not pay back the loan to the local bank, the EU grant for capped loss recovery can actually cover half of the loss of the bank. In this way, the local banks are more willing to disburse loans to SMEs which are generally perceived as high-risk borrowers.

A2 Interest Subsidy

This instrument is a grant given by the EU to IFIs in order to lower the cost of their loans to SMEs in the EaP. The grant provides interest subsidies of up to 10%, which is applied to the regular interest rate, with which the IFI lends to PFIs and further on to SMEs. The purpose of this instrument is to lower the final cost of finance for SMEs in the EaP.

* This was the total value of contracts being implemented, not disbursements in 2020.

A3
Targeted Assistance (TA) to PFIs

This instrument consists of technical assistance to PFIs in the form of consultancy services, mentoring, and specialised training. The main effect of this instrument is that the PFIs (local banks and microfinance institutions) become more familiar with the modus operandi of the big IFIs, the characteristics of their credit lines, their reporting requirements, as well as the standards regarding financial and risk analysis of the potential borrowers.

A6
SME Incentive Grants (linked to loans)

This instrument is different from regular grant schemes as the incentive grants are not given directly to SMEs as a "pure grant". The SME signs a loan contract from one of the credit lines of the IFIs via the PFIs. After the loan is disbursed, there is a verification process to check if the loan was used for the purpose listed in the business plan or feasibility study and of the other pre-conditions for the loan disbursement. Once the verification report confirms compliance, a part of the loan is transformed into a grant, so that the total "cost" of financing is lowered. The most common incentive grants are between 10% and 15% of the loan value as is the case for the EBRD DCFTA facility 1 and 2.

A7
Grants to SMEs

These grants are non-reimbursable and generally modest in value in order to support as many SMEs as possible. In general, SME grants are disbursed in order to target specific economic development goals such as development in rural areas, poor communities, or a response to various types of crises. These grants are usually disbursed through Non-governmental Agencies (NGOs) with links into targeted communities.

A8
Structured Funds

This instrument is implemented directly by EU participation as opposed to risk-sharing with IFIs. Typically, this involves direct loans or equity investment in a financial instrument or fund. As the EU does not have the capacity to disburse direct loans to SMEs, this function is assigned to an intermediary. The most important EU investment in Direct Finance is shares in the European Fund for Southeastern Europe (EFSE).

BIG BENEFITS OF SMALL BEES

In November 2020, Natalia Vasko won the Entrepreneurship Development Initiatives competition with her project, "ApiMir: New Opportunities for Rural Business". With the support of EU4Business and UNDP, Vasko plans to open a support center for novice beekeepers in Žlobin County. To popularize beekeeping in the community, Vasko's Support Center will have a demonstration area, where excursions for novice beekeepers and art picnics will take place. During the sessions, participants will be able to learn how to get started in beekeeping and about some of the know-how for keeping bees. The Center will have a shared access facility, where the necessary equipment will be available, including a honey extractor, a wax melter, filters, and a table for unsealing honeycombs.

Read full story



SUCCESS STORIES

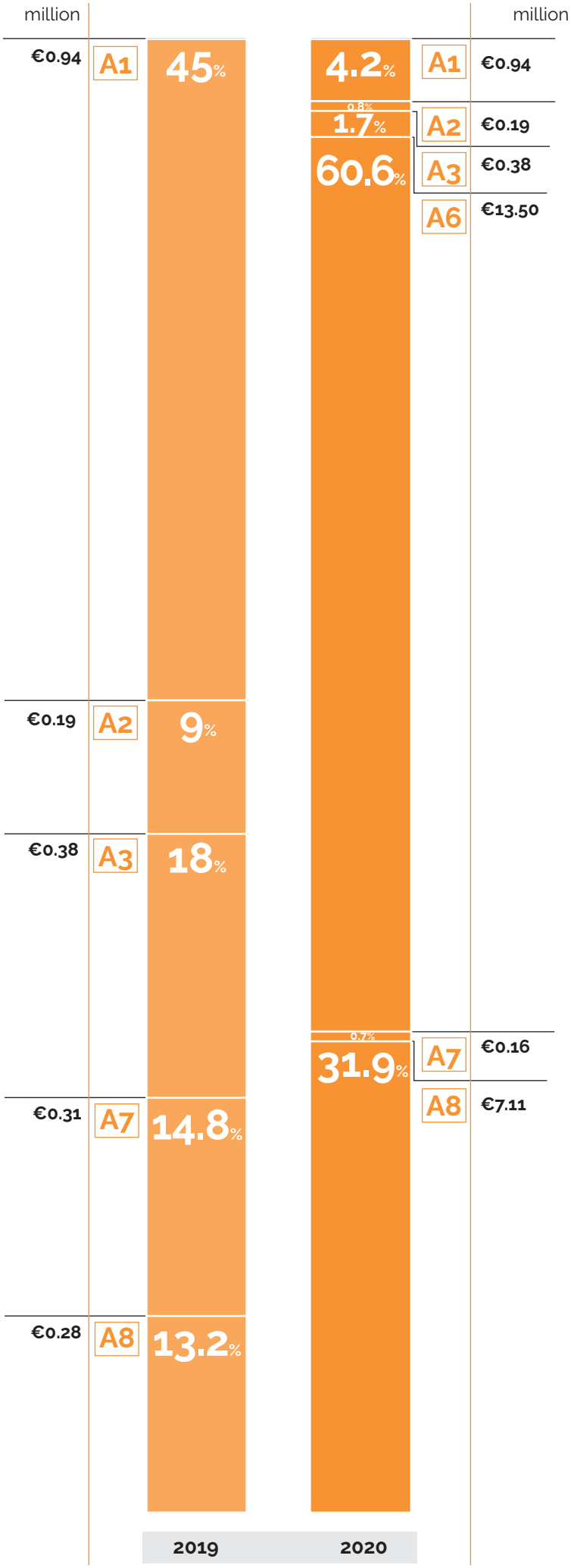
My goal is to attract as many people as possible to beekeeping, because this is a worthwhile and profitable business that is beneficial both for nature and people."

Natalia Vasko
Director of ApiMir Beekeeping Development

ALLOCATION OF A2F BUDGETS IN BELARUS BY INSTRUMENT

- **A1** Capped Loss Recovery
- **A2** Interest Subsidy
- **A3** TA to PFIs
- **A6** SME Incentive Grants (linked to loans)
- **A7** Grants to SMEs
- **A8** Structured Funds





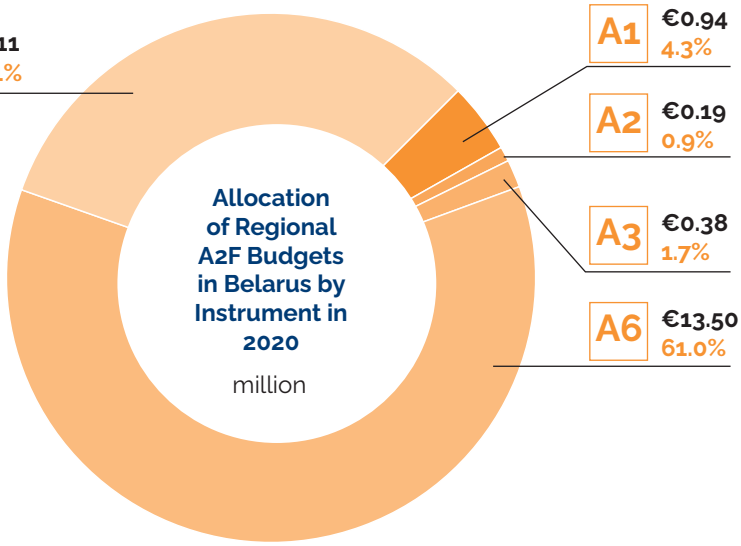
ALLOCATION OF A2F BUDGETS BY REGIONAL AND BILATERAL INSTRUMENTS

99%

1%

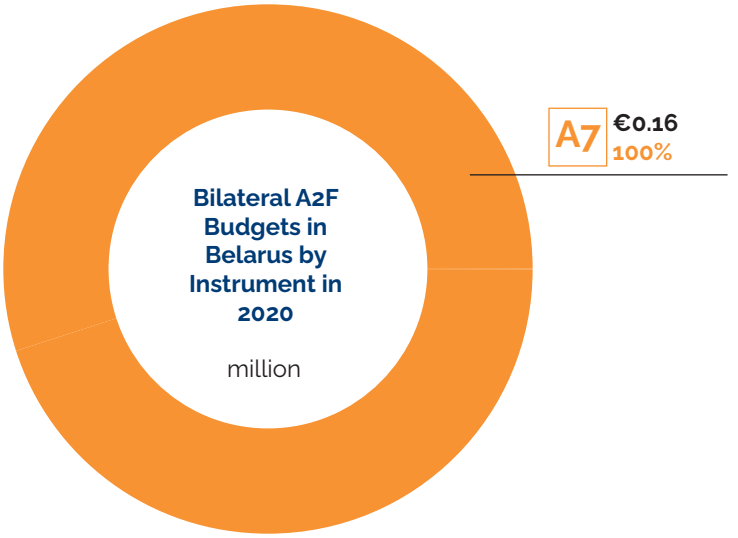
Allocation of Regional A2F Budgets in Belarus by Instrument in 2020

€22.28
million



Bilateral A2F Budgets in Belarus by Instrument in 2020

€0.16
million



- **A1** Capped Loss Recovery
- **A2** Interest Subsidy
- **A3** TA to PFIs
- **A6** SME Incentive Grants (linked to loans)
- **A7** Grants to SMEs
- **A8** Structured Funds



ONE WOMAN MAKING A DIFFERENCE TO BELARUS FARM FOLKS

With the EU4Business and UNDP support, Natalia Strok opened an Agro-Eco-Entrepreneurship Support Center in Bereza County of Brest oblast. Through it, locals are offered free courses in innovative technologies, the principles of green economy, and the basics of business and financial literacy. Strok works to teach her fellow Belarusians to work the land in a way that will allow them to grow high-quality eco-friendly produce for themselves and for sale, even on small secondary plots. Today, 15 residents of the county are already engaged in farming, using the seeds, seedlings, and knowledge they gained through the Center.

Read full story



I enjoy doing business, and I love working the land. I'm especially glad that I can introduce and teach innovative methods to my country folks. I'm sure that for many of them this will be a way out of the economic crisis, their main or extra income. It's time to put our knowledge and experience into practice. Even in difficult times, you always need to take at least one step forward, every day."

Natalia Strok
Director of Agro-Eco-Entrepreneurship Support Center







BUSINESS DEVELOPMENT SERVICES (BDS)

BDS is the third largest area of support in Belarus representing 24.65% of budgets in 2020



A total of

€13.08
million

In EU support was allocated to unlock access to finance in Belarus in 2020

-0.8%
compared with 2019

5 **support instruments used in Belarus for BDS are defined below**

B1
Consultancy Services for SMEs

Through this instrument, the EU4Business Initiative aims to directly increase the knowledge and skills of SMEs in EaP countries through the direct provision (fully or partly paid) of non-financial business services (these can range from basic start-up and registration, accounting, marketing, input supply, technology and product development, training and technical assistance, infrastructure support, and advocacy). These services can be delivered through both international and/or local consultants, in both private firms/individuals, and/or business support organisations.

B2
Capacity Building of BSOs

This instrument aims at increasing the capacity of Business Support Organisations (such as chambers of commerce, SME associations, professional bodies, the Sector Trade Association, training institutes, etc) to deliver BDS services to SMEs (whether members or not). The capacity building is achieved though mentoring, training trainers, advisory services, and study tours to either enhance existing services, build new ones, or improve organisational structures.

B3
Incubators

The business incubator is an organisation designed to accelerate the growth and success of entrepreneurial companies through an array of business support resources and services that could include physical space, capital, coaching, common services, and networking connections.

The EU4Business Incubators Instrument generally shares the cost with the local authorities where the EU bears the cost of refurbishment and cost-sharing arrangements for the running costs and/or service provision. One of the most important aspects related to this instrument is sustainability. As operation costs are high, the initial financial set-up is crucial for keeping the incubators viable after the EU4Business intervention ends.

B5
Trade Information

This instrument provides SMEs already exporting, exporting infrequently, or those interested in exporting with the range of information needed to move closer to exporting. This instrument can include generating the necessary information (brochures, guides, market reports) or developing tools for accessing online resources and intelligent searches and covers market information, marketing guides, and market access requirements.

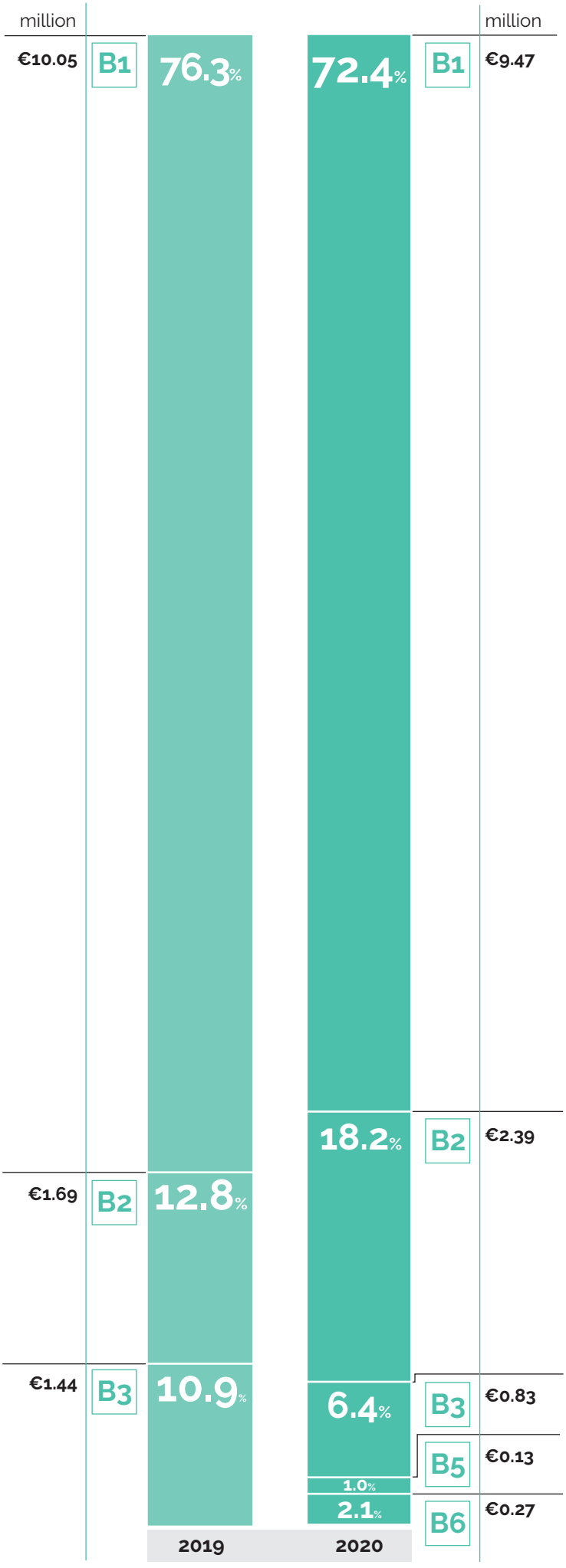
B6
B2B Activities

Business to Business (B2B) Activities support SMEs to make specific contact with nominally interested buyers (company decision makers in target export markets who regularly buy the export on offer). These can include participation in online buyer auctions, trade fair participation, inward and outward trade missions, buyer meetings, etc. and EU4Business support can range from organisation, logistics, preparation and advice, as well as covering the costs of travel and/or stand and event costs.



ALLOCATION OF BDS BUDGETS IN BELARUS BY INSTRUMENT

- **B1** Consultancy Services for SMEs
- **B2** Capacity Building of BSOs
- **B3** Incubators
- **B5** Trade Information
- **B6** B2B Activiies



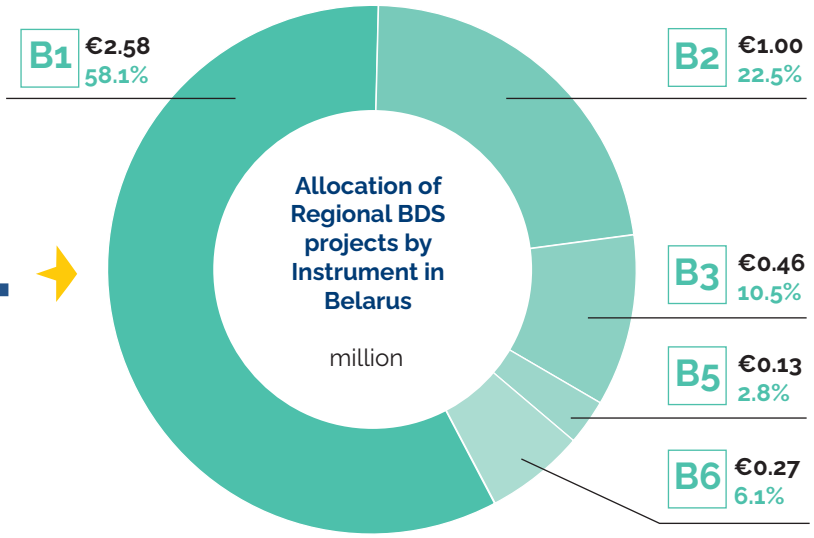
ALLOCATION OF BDS BUDGETS BY REGIONAL AND BILATERAL INSTRUMENTS

34%

Allocation of Regional BDS Budgets in Belarus by Instrument in 2020

€4.44

million

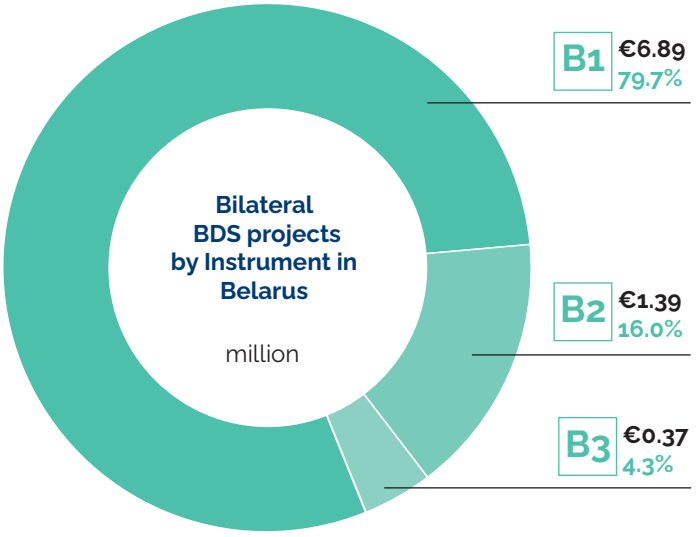


66%

Bilateral BDS Budgets in Belarus by Instrument in 2020

€8.64

million



B1 Consultancy Services for SMEs

B2 Capacity Building of BSOs

B3 Incubators

B5 Trade Information

B6 B2B Activiies



WASTE NOT, WANT NOT, SAYS BELARUS COUPLE WITH A FARM BUSINESS

SvetaSlava is a Belarusian family farming business with ambitious plans to expand and minimize costs through the advisory support of the EU and UNDP. The couple has attended specialized courses on where and how to look for customers, how to increase sales, including online. They learned how to make presentations and mastered video filming. As a part of a wider team, the couple also applied to compete in the project for socially significant initiatives and was selected for funding. Their initiative is called "Berry Land" and is based on cooperation among farmers. Every project participant has different needs: greenhouses, irrigation equipment, and even a freezer. They will soon be able to afford the new equipment so that the fruit and vegetables are not wasted.

Read full story

> ***In early spring, everyone buys cucumbers, but by mid-summer many people already have their own. And while we can make pickles from cucumbers and tomatoes, surplus apples or berries are simply wasted. In fact, even vegetables can be dried for soups and broths. An air oven can solve this problem: our work will not be wasted, and the produce will maintain vitamins for the winter. With the EU support, we will soon be able to buy our air oven and a new walk-behind tractor!"***

Svetlana and Vyacheslav Talchuk,
farmers from the village of Veletin

BUSINESS ENABLING ENVIRONMENT (BEE)

BEE is the second largest of area of support in Belarus representing 33.37% % of budgets in 2020

A total of

€17.71 million

-0.6%

Compared with 2019

In EU support was allocated to unlock access to finance in Belarus in 2020



4 **support instruments used in Belarus for BEE are defined below**

C1 Capacity Building among Policymakers and Regulators

Through this instrument, EU4Business interventions aim at strengthening the capacity of staff of various government agencies to ensure better, more transparent, and open policies and regulations that affect business, whilst ensuring appropriate controls in the six Eastern Partnership countries. This can include making and amending policies, laws, and administrative procedures based on need and risk assessment. Through this instrument, EU4Business interventions deliver direct advisory, mentoring services, and study tours to the relevant staff involved in policymaking.

C2 PPD (Public Private Dialogue)

Public Private Dialogue is an instrument for more inclusive and targeted policymaking. Specifically, it involves effective consultation and collaboration between government and the private sector and/or its representatives, in order to achieve effective reform and administration of regulations that affect SMEs.

C3 Regulatory Reform

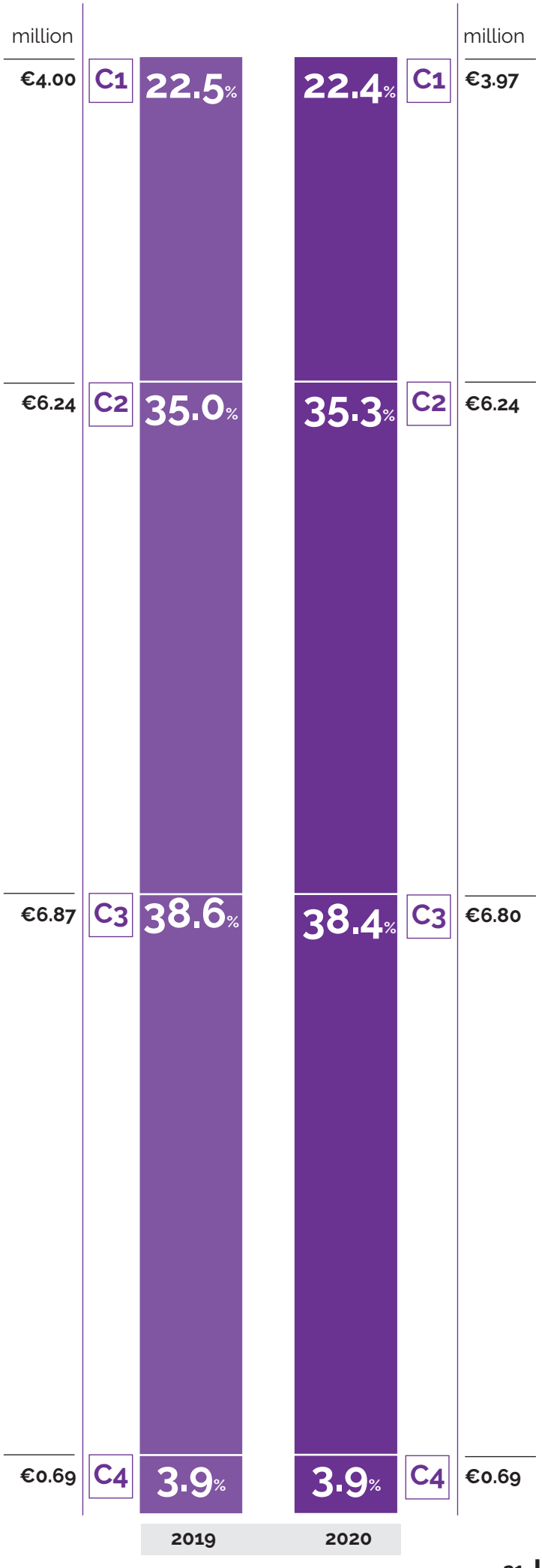
Through this instrument, EU4Business interventions support the EaP countries to improve the regulatory environment based on best practices and most often approximation (to align their SME related legislations, rules, and regulations with those of the EU). Approximation occurs in all six Eastern Partnership countries, but it is more intensely applied in the three DCFTA countries, which are committed to widespread adoption of EU business acquis under the Association Agreement (AA).

C4 Information and Communication to SMEs

Through this instrument, EU4Business interventions support government to inform SMEs on reforms and implications for their business and steps to compliance with regulatory reform.

ALLOCATION OF BEE BUDGETS IN BELARUS BY INSTRUMENT

- **C1** Capacity Building among Policymakers and Regulators
- **C2** PPD (Public Private Dialogue)
- **C3** Regulatory Reform
- **C4** Information and Communication to SMEs

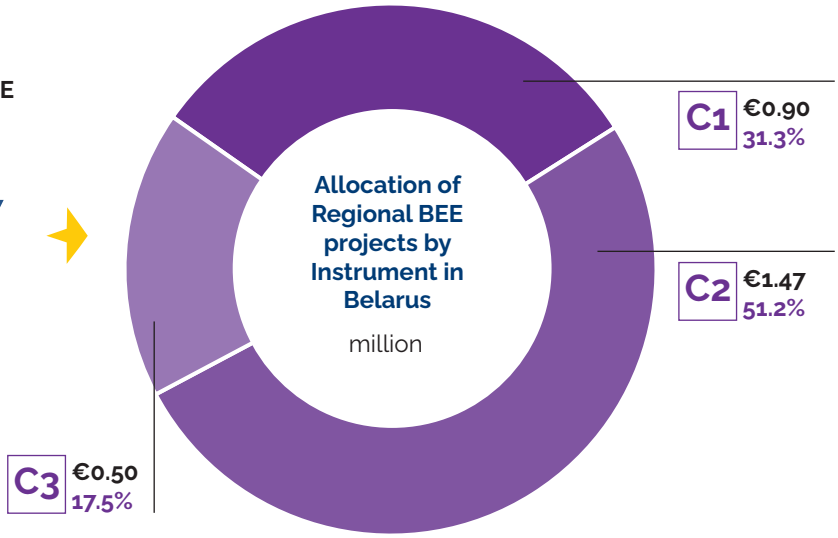


ALLOCATION OF BEE BUDGETS IN BELARUS BY INSTRUMENT

16%

Allocation of Regional BEE projects by Instrument in Belarus

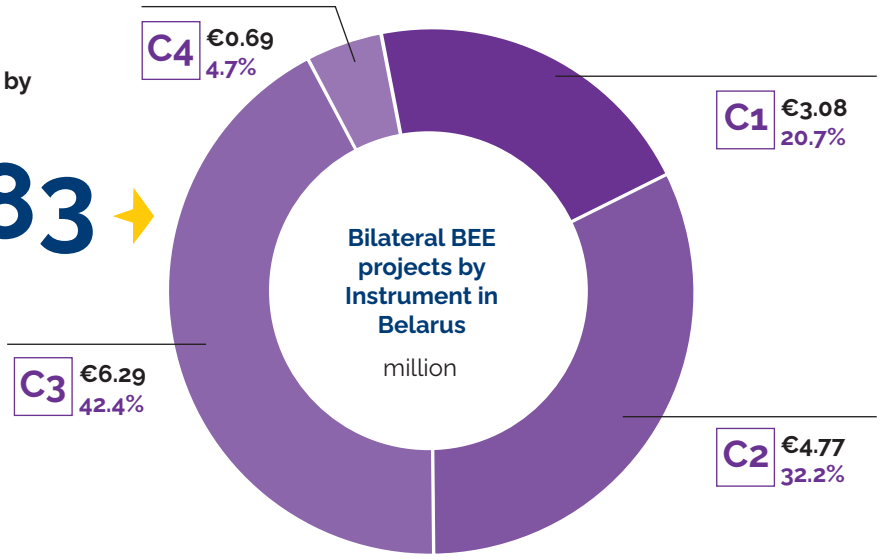
€2.87
million



84%

Bilateral BEE projects by Instrument in Belarus

€14.83
million



C1 Capacity Building among Policymakers and Regulators

C2 PPD (Public Private Dialogue)

C3 Regulatory Reform

C4 Information and Communication to SMEs

ACHIEVEMENTS IN 2020

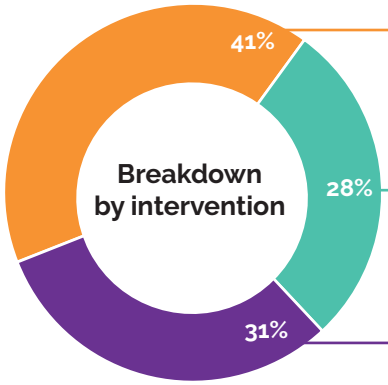
AGGREGATE RESULTS IN BELARUS IN 2020

With an increase in budgets of 60.42% allocated to SME development in 2020 in Belarus, and despite the challenges of COVID in terms of national lockdowns, restrictions on travel, and restrictions in business and government office operations, the level of disbursement of EU support rose by 22.5% in 2020 from €8.5 million in 2019. Whilst partners adapted to new ways of working so that the maximum number of SMEs were supported at this crucial time, the budgets remain in place to support the build-back process as soon as the situation normalises.



7.2%
of total spending was in Belarus

€10.41



A2F
€4.30 million

BDS
€2.91 million

BEE
€3.20 million

NUMBER OF SMES SUPPORTED

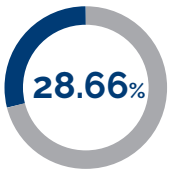


Overall, the EU supported

1,448

SMEs in Belarus in 2020

Compared with in 2019 **1,415**



women-owned

+2.3%

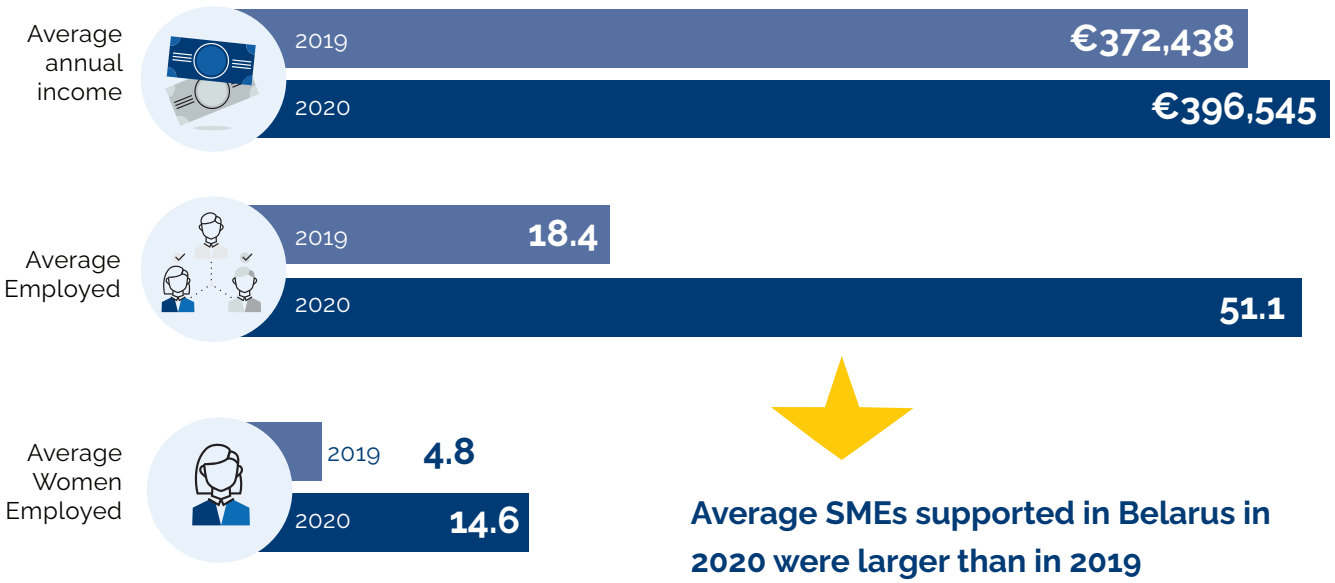
Supported SMEs in Belarus had

a combined turnover of

€620.11
million

Employed

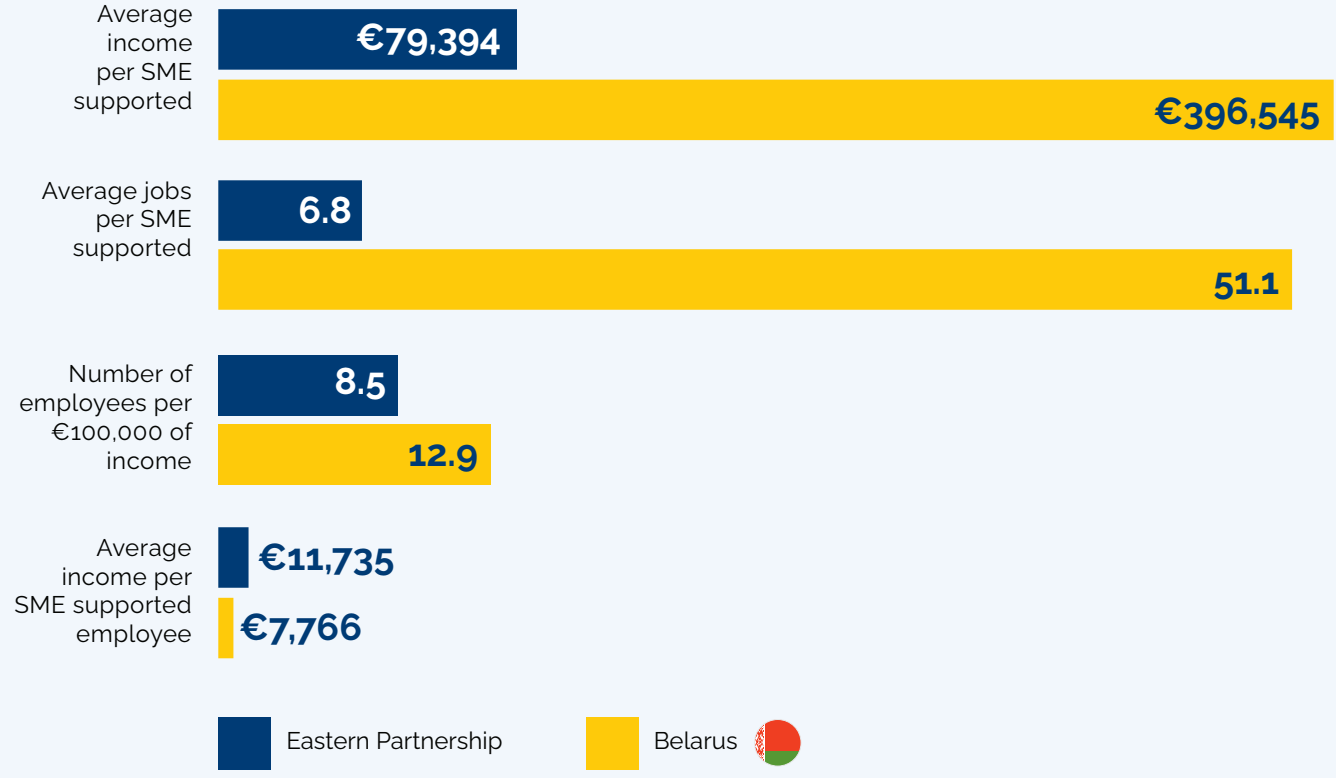
79,832



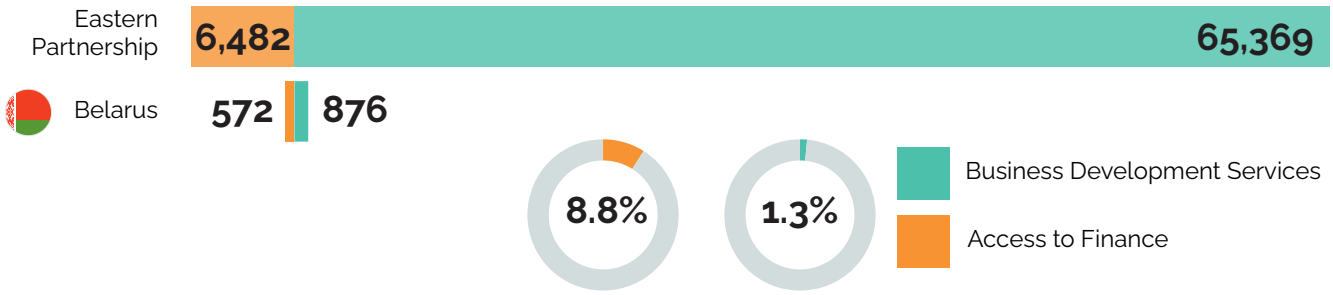
Average SMEs supported in Belarus in 2020 were larger than in 2019

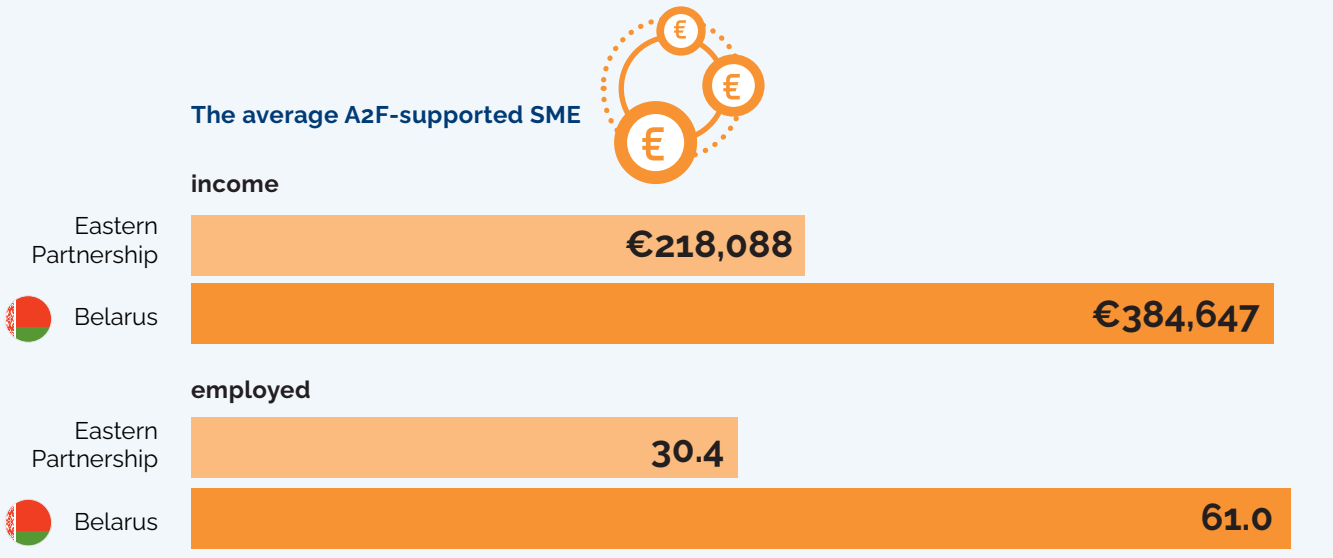
SUPPORT TO SMES IN BELARUS RELATIVE TO EAP

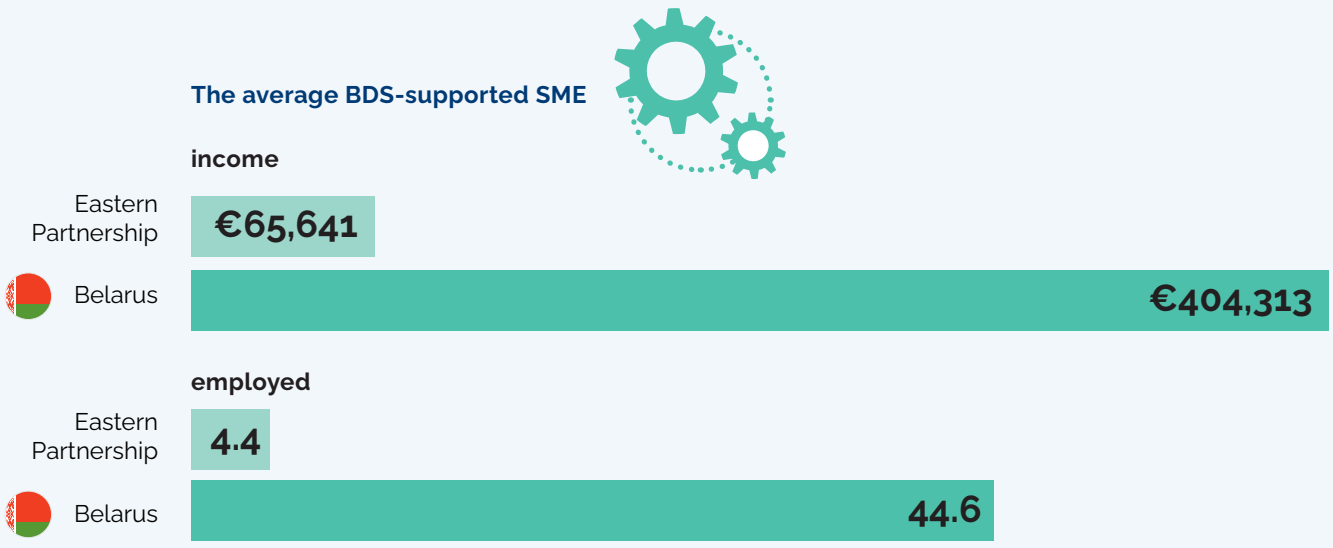
The average size of SMEs supported in Belarus is much higher than the regional average (and highest in the EaP), the number of supported jobs relative to income is much higher and the income per employee (labour intensity) is lower.



THE NUMBER OF SMES SUPPORTED BY AREA OF INTERVENTION IN BELARUS







JOB CREATION OF SUPPORTED SMES IN BELARUS

In 2020, SMEs supported by the EU in Belarus generated

5,895

jobs



increased staff by

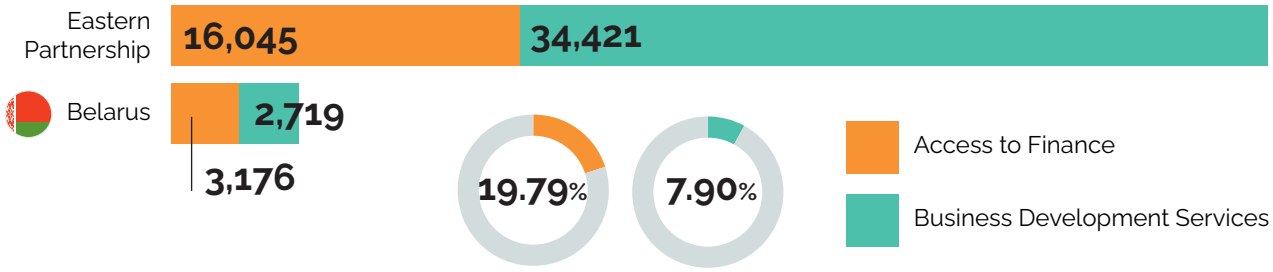
+7.97%

(compared with **+21.2%** in 2019)

compared to the EaP average in 2020 of

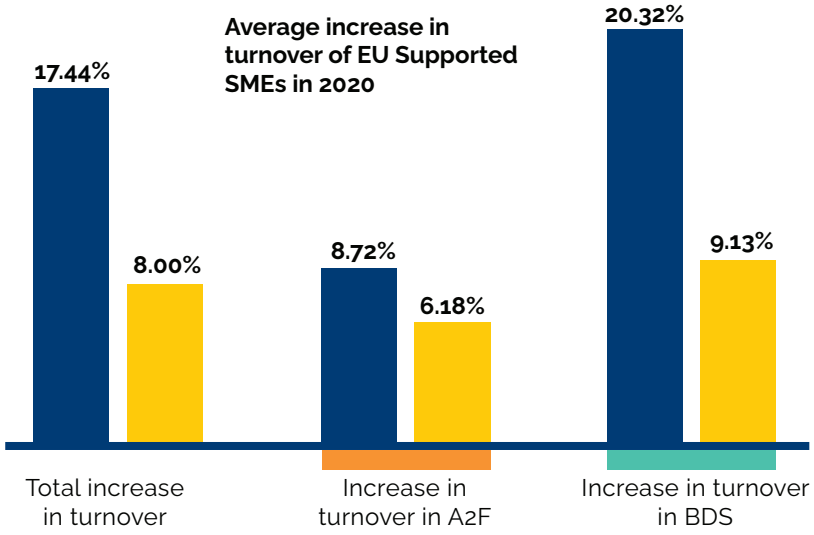
+10.38%

BREAKDOWN OF JOB CREATION BY TYPE OF INTERVENTION IN BELARUS AND EAP





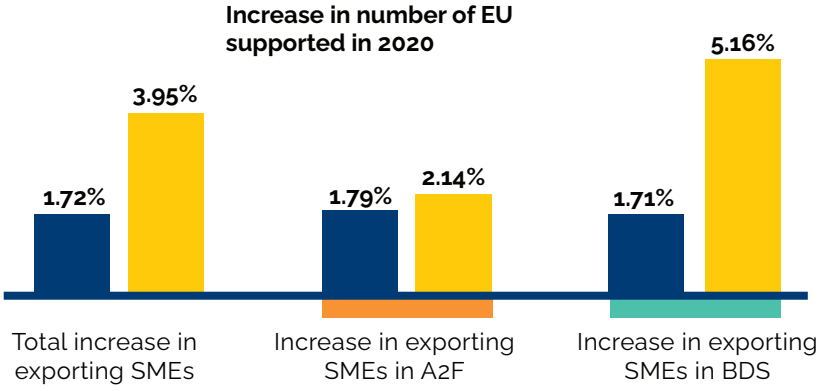
IMPACT OF EU SUPPORT IN BELARUS



INCREASE IN TURNOVER

EU supported SMEs in Belarus increased turnover in 2020, although by less than the regional average.

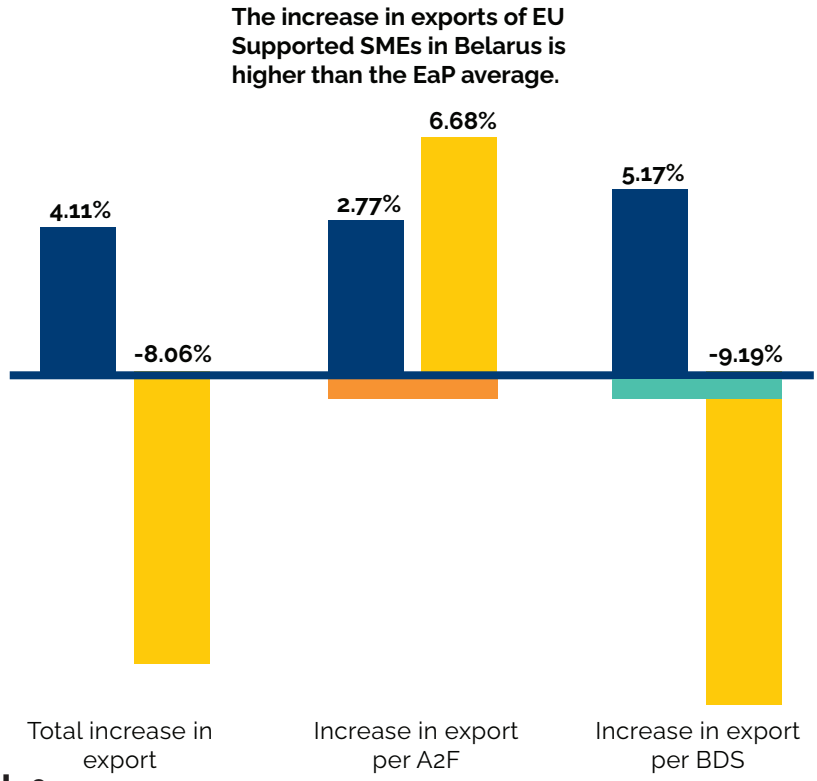
EU supported SMEs in Belarus increased turnover in 2020 by less than in 2019 (**+8.00%** compared with **+13.34%**).



INCREASE IN EXPORTING SMES

The number of EU supported SMEs that started exporting in Belarus in 2020 is much higher than the average across the EAP.

The number of EU supported SMEs that started exporting in Belarus in 2020 is lower than in 2019 (**3.95%** compared to **6.75%**).



INCREASE IN EXPORT

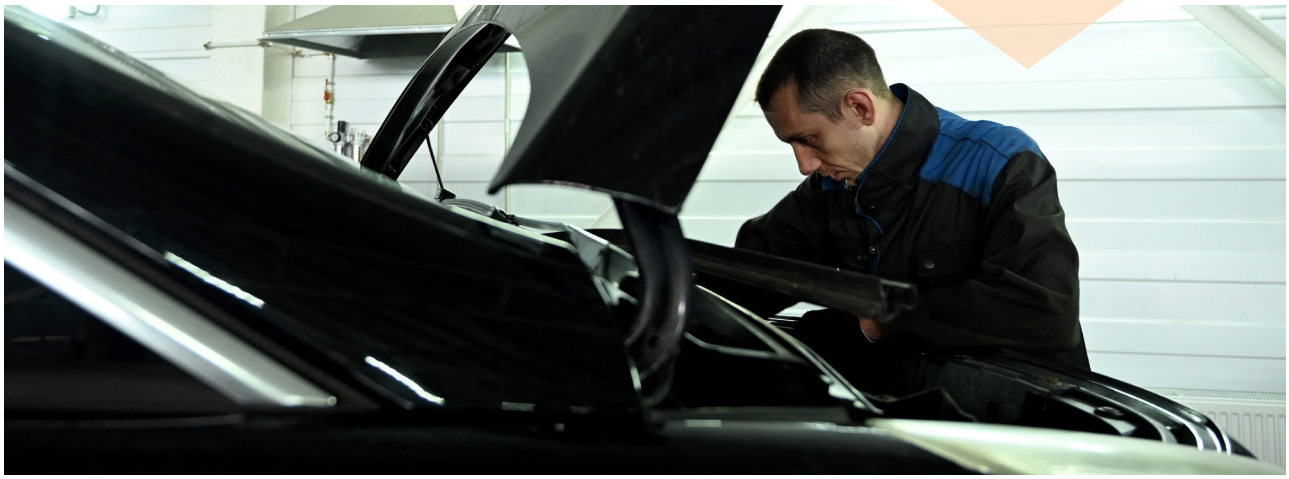
EU Supported SMEs in Belarus reduced exports in 2020.

Exports of EU Supported SMEs in Belarus saw a fall in exports in 2020 compared with a rise in 2019 (**-8.06%** compared with **+4.0%**)

Eastern Partnership

Belarus

MAXAVTO OFFERS BIKES FOR CAR REPAIRS, TRAINING FOR YOUNG PEOPLE IN BELARUS



Maladzečna's Maxavto service station, whose owners wanted not only to expand their business, but also do something useful for their local community, benefitted from the EU and UNDP support. The grant they received aimed to support eco-friendly projects in Belarus was invested into new equipment in addition to the company's existing inventory. Then it was decided to kill two birds with one stone: help car owners while their vehicles are under maintenance and push them towards a healthier lifestyle. The company came up with the idea of lending bikes to clients for free instead of calling a cab to stay healthy and eco-friendly. The bicycle park with bicycles is ready now. On top of this, car amateurs and schoolchildren are offered workshops at the service station. As part of the initiative, Maxavto will generate 15 new jobs.

Read full story







ACCESS TO FINANCE IN BELARUS

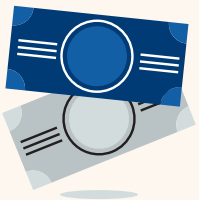
OVERALL RESULTS OF A2F INTERVENTIONS IN BELARUS IN 2020 WERE:

compared with 2019



572
SMEs supported with A2F interventions

+63.4%



€13.13 million
in loans disbursed

+18.3%



3,176
new jobs generated at SMEs supported through A2F

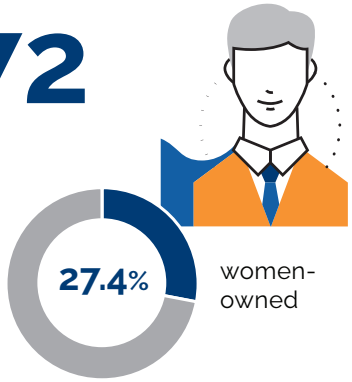
+324.0%

+6.18%
change in income of supported SMEs

+13.35%

SMES SUPPORTED BY ACCESS TO FINANCE INSTRUMENT

572



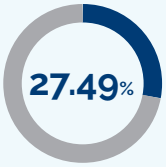
women-owned

in 2020, the EU disbursed **€58.52 million** for A2F in the EaP

7.34% of total spending for A2F was in Belarus

€4.30 million

€22,994
average size of loans



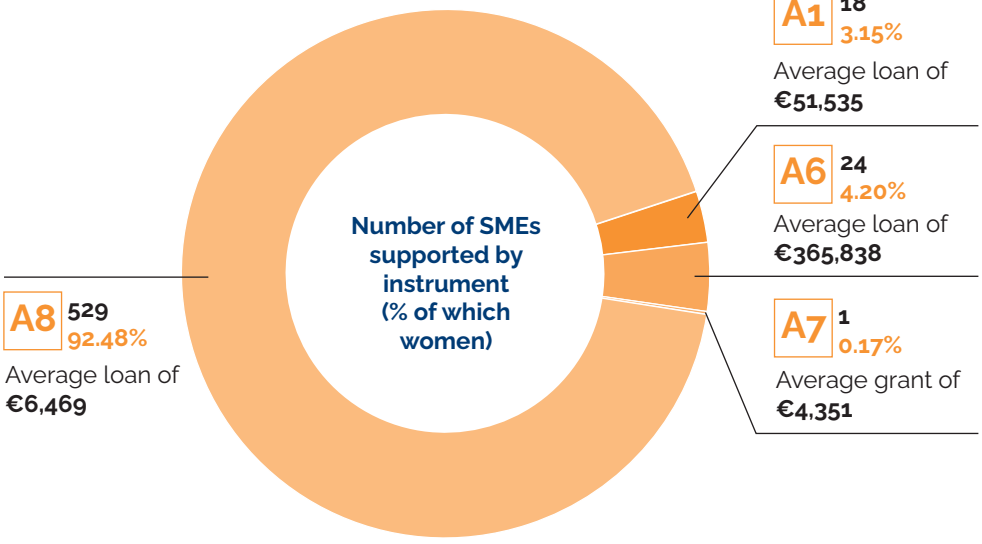
women-owned

€4,351
average size of grants

BREAKDOWN OF SMES SUPPORTED PER A2F INSTRUMENT

The EU used four A2F instruments in Belarus:

lending through SME Incentive grants, structured funds and providing grants



A1 Capped Loss Recovery
A6 SME Incentive grants
A7 Grants to SMEs
A8 Structured Funds

OVERALL IMPACT OF A2F IN BELARUS

	2019	2020
Total Value of loans triggered in Belarus	€11.1 million	€13.13 million
Average total loans triggered across EaP	€83.96 million	€29.17 million
SMEs receiving loans in Belarus	250	571
Average size of loans in Belarus	€44,299	€22,994
PFIs supported	3	2
Total value of Grants disbursed in Belarus	€70,000	€4,351
Average total value of grants disbursed across EaP	€1.73 million	€1.6 million
SMEs receiving grants in Belarus	100	1
Average amount of grant given in Belarus	€7,000	€4,351

RESULTS PER A2F INSTRUMENT

In terms of loans, **7.07%** were disbursed via Capped Loss Recovery, **66.87%** were disbursed via SME Incentive Grants and **26.06%** were disbursed via Structured funds

	Number of SMEs supported	Income of SMEs	Jobs in SMEs	Jobs generated	Increase in turnover	% of increase in turnover
Total	**572**	**€233,608,340**	**38,086**	**3,176**	**€13,589,980**	**6.18%**
A1 Capped Loss Recovery	18	€9,929,358	194	10	€908,410	10.07%
A6 SME Incentive grants	24	€4,390,056	459	63	€287,200	7.00%
A7 Grants to SMEs	1	€61,734	4	2	-€14,717	-19.25%
A8 Structured Funds	529	€219,227,192	37,429	3,101	€12,409,087	6.00%

BUSINESS DEVELOPMENT SERVICES
IN BELARUS

OVERALL RESULTS OF BDS INTERVENTIONS IN BELARUS IN 2020 WERE:

compared with 2019



876
SMEs supported through BDS interventions

-17.75%



2,719
new jobs generated at SMEs supported through BDS

-28.71%

+9.1%
increase in income at supported SMEs

+13.33%

79
BSOs capacitated

25

in 2020, the EU disbursed
€61.05 million
for BDS to support SME growth in the EaP

4.77%
of total spending for BDS was in Belarus

€2.91 million

down from
€3.6 million
in 2019

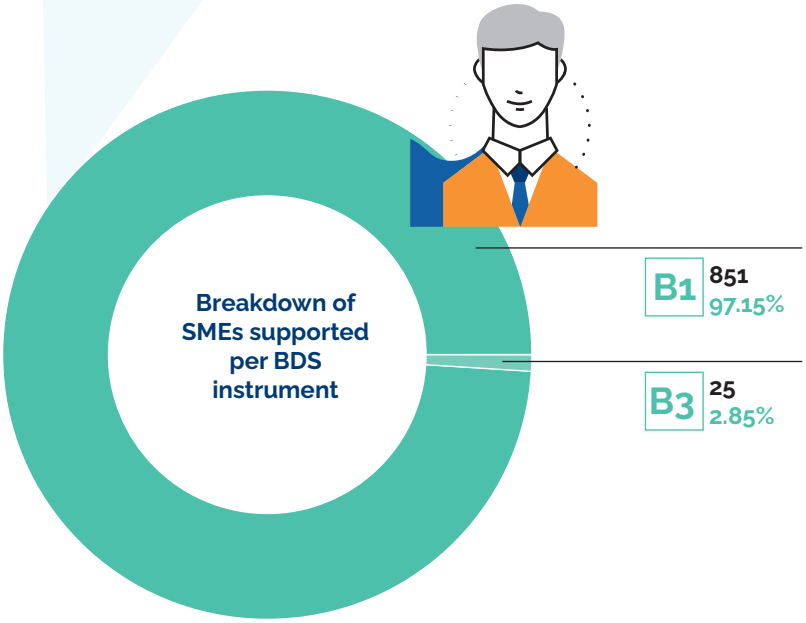
SMES SUPPORTED BY BDS INSTRUMENT

876

SMEs benefited in 2020

29.45% women-owned





B1 Consultancy Services for SMEs

B3 Incubators

RESULTS BY BDS INSTRUMENTS

	Sustained jobs in Supported SMEs	New jobs created in Supported SMEs	Total incomes of supported SMEs	Income growth	% of increase in turnover
Consultancy services for SMEs	41,702	2,701	€381,100,000	€31,685,395	9.07%
Incubators	44	18	€5,398,737	€635,258	13.34%

HOW 150 BUSINESS OWNERS FROM KOBRYN LAUNCHED A BUSINESS SCHOOL

The EU helped a local business club in Belarus go to a new level, turning from informal community of entrepreneurs to an official business support centre in just one year. Now it has more than 150 active business owners who share their experience and knowledge with others, and have also established dialogue between the business community and the government. The EU Project financed the purchase of the necessary equipment for educational events, and it funded corporate training for six active participants of the Business School in a variety of areas, from marketing to sales and negotiations.

Read full story



We were told that our experience is unique at the national level and needs to be expanded, because it's hard to find such open and friendly gatherings of business people elsewhere. I'm sure that soon the Business School will appear not only in Kobryn, but in many other towns of Belarus. But all this would have been impossible without the support of the EU. The project was the catalyst that pushed us forward."

Sergey Panasyuk
Founder of Kobryn Business School









BUSINESS ENABLING ENVIRONMENT IN BELARUS

OVERALL RESULTS OF BEE INTERVENTIONS IN BELARUS IN 2020 WERE:

compared with 2019



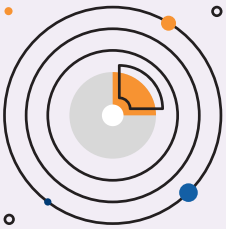
74
laws changes

+393.33%



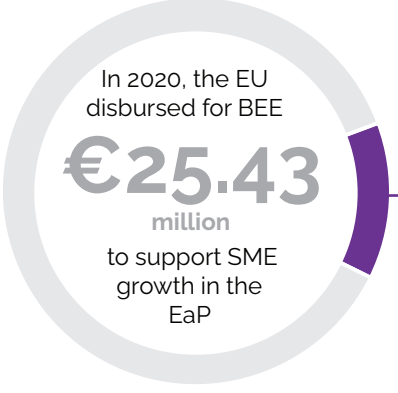
16
Public Private Dialogue Events

-92.76%



9
regulators/policy makers strengthened capacity

-86.15%



12.59%
of total spending for BEE was in Belarus

€3.20
million

down from
€3.3
million
in 2019

RESULTS OF BEE INSTRUMENTS IN BELARUS

BEE Support instruments used in Belarus in 2020 are:

- Changing / improving laws and regulations
- Public-private dialogue events
- Capacity building among government agencies / regulators

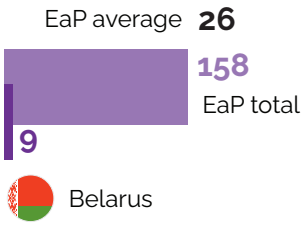
NUMBER OF LAWS / REGULATIONS CHANGED



NUMBER OF PUBLIC PRIVATE DIALOGUE EVENTS



NUMBER OF REGULATORS/GOVERNMENT BENEFITING FROM CAPACITY BUILDING



ANNEX

LIST OF PROJECTS IN BELARUS AS OF 2020

Title	Total Budget*	Start date	End date	Type of the Project	Areas of Intervention		
					A2F	BDS	BEE
Local Economic Development in Belarus (LED)	€7,700,000	01.02.2019	31.01.2022	Bilateral		●	●
EU-Belarus Private Sector Development Trust Fund	€4,800,000	12.12.2018	31.12.2021	Bilateral		●	●
Networking for Improvement Job Opportunities in the Rural Areas of the Mogilev Oblast	€604,612	22.12.2017	31.12.2021	Bilateral			●
Belarus Investment Climate and Competition Advisory Program Single-Donor Trust Fund (No. TF073054)	€4,000,000	15.12.2018	14.12.2021	Bilateral			●
Advice for Small Businesses in Belarus	€6,000,000	13.09.2017	12.09.2021	Bilateral		●	
BY RURAL BOOST: Boosting rural entrepreneurship in Belarus via establishment & running of Komarovo Rural Business Incubator	€526,503	01.02.2014	29.02.2020	Bilateral	●	●	
EU4Business EBRD Credit line (SME Competitiveness Programme in Eastern Partnership)	€65,600,000	19.12.2019	18.12.2026	Regional	●		
Promoting Green Lending in the Eastern Partnership	€42,855,000	27.04.2020	16.12.2040	Regional	●		
EU4Business — The EU Local Currency Partnership Initiative: the European Fund for Southeast Europe (EFSE)	€50,320,000	20.12.2018	20.06.2039	Regional	●		
Finance and technology transfer centre for climate change (FINTECC) — Eu4Climate window	€15,400,000	16.06.2020	31.12.2027	Regional	●		
Eastern Partnership Trade Helpdesk	€3,700,000	01.01.2020	31.01.2024	Regional		●	
Structural Reform Facility: World Bank component	€1,500,000	14.09.2018	30.05.2023	Regional			●
Women in Business	€5,035,000	29.12.2015	28.12.2022	Regional	●	●	
EU4BUSINESS: Connecting Companies	€6,498,205	01.01.2020	31.01.2022	Regional		●	
EU-EBRD Country-specific Investment Climate Reviews and Action Plans for Eastern partnership (EaP) countries.	€2,000,000	16.08.2018	22.04.2021	Regional			●
Mayors for Economic Growth	€4,979,800	01.01.2017	31.12.2020	Regional		●	●
Mayors for Economic Growth 2 TA	€10,000,000	01.01.2017	31.12.2020	Regional		●	●
WBG technical support to the implementation of the Mayors for Economic Growth initiative	€500,000	03.10.2016	16.12.2020	Regional		●	●
EU4Business: From Policies to Action	€4,000,000	08.12.2017	31.08.2020	Regional			●
Eastern Partnership: Ready to Trade — an EU4Business initiative	€6,000,000	01.09.2017	31.08.2020	Regional			●

* Budgets indicated for regional projects apply for 6 EaP countries

WWW.EU4BUSINESS.BY