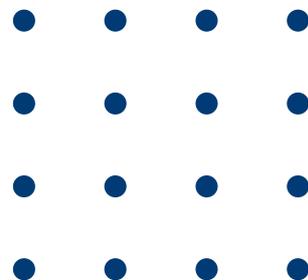




EU4Business

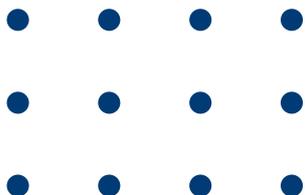


# CITIZENS' SUMMARY

2022



AZERBAIJAN



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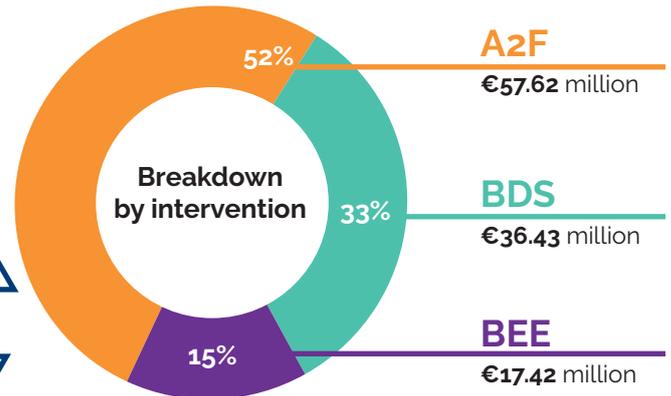


# HELPING SMALL AND MEDIUM ENTERPRISES GROW

EU4Business is an umbrella initiative of the European Union covering all EU support to SMEs in the 6 Eastern Partnership countries – Armenia, Azerbaijan, Belarus, Georgia, Moldova, and Ukraine.

## PORTFOLIO\*

**47**  
Projects



Total Budget of EU support

**€111.47**  
million

## RESULTS IN FIGURES\*\*

**13,129**

SMEs supported



women-owned

**2,074**

new jobs created

↑ **+7.2%**

increase in staff among EU-supported SMEs

↑ **+11%**

growth in SMEs' turnover recorded

↑ **+0.44%**

EU-supported SMEs engaged in exporting

↑ **+7.94%**

increase in exports among EU-supported SMEs

**€63**  
million

extra income generated

\* total budget of active projects in 2021

\*\* data for 2021

# WHAT SUPPORT DOES THE EU PROVIDE TO SMES?

## Access to Finance (A2F):

- ➔ concessionary loans via national banks
- ➔ micro financing for household businesses
- ➔ small grants to SMEs
- ➔ training staff at national banks to better serve SMEs
- ➔ training SMEs in financial literacy

## Business Development Services (BDS):

- ➔ providing direct advice and training to SMEs
- ➔ training and capacity-building among national business support organisations (BSOs)
- ➔ establishing business incubators for start-ups
- ➔ developing business clusters for mutual support and development
- ➔ supporting governments in identifying new markets
- ➔ building capacities at export support organisations

## Business Enabling Environment (BEE):

- ➔ promoting regulatory reform and best practice
- ➔ building capacity amongst policy makers and regulators
- ➔ encouraging public-private dialogue
- ➔ informing business about reform processes and rules/procedures

## RESULTS PER PILLAR

A2F



149

SMEs received loans



to women-owned SMEs

€7.34 million

total value of loans

€49,277

average loan

2

partner financial institutions working with EU4Business

BDS



87

business support organisations improved their capacity

11,331

consultancy services delivered to SMEs



women-owned

1,637

SMEs participated in B2B events

BEE



43

laws, policies, regulations and procedures reformed

14

public-private dialogue events held

9

government institutions improved their capacity

# SUCCESS STORIES

## Schoolteacher turns dried fruit hobby into business

Tahmina Isayeva, a school teacher, started a small business drying fruits a few months before COVID-19 hit the world. Over the year, she produced almost 300 kg of dried fruit. Tahmina is currently working with the EU4Business project implemented by FAO to expand her business and access new markets. The project not only creates income-generating opportunities for rural women but also helps them feel strong and confident, she claims.

[Read full story](#)



## A tale of two families keeping tradition alive in the 'City of Crafts'

The Ahmadov family have been producing and selling handicrafts in Shaki for generations, and brothers Parviz and Sahib Ahmadov are determined to keep these city traditions alive. With the support of the EU4Business project implemented by UNDP and ABAD, Parviz completed a training and applied for a grant to expand the family business. He opened a bank account and registered as a souvenir producer with an official tax number to legalise the company.

[Read full story](#)



## Running your own business doesn't have to mean 'going it alone'

Mirvari Azizova, a tailor and craftswoman from Balakan, took up the EU4Business opportunity of free training in business skills provided by UNDP and ABAD. She opted to learn further skills in carpet-weaving and received a grant to buy raw materials and the carpet-weaving machine to expand her tailoring micro-business into a larger-scale enterprise. Today, Mirvari employs 20 local women making small carpets, knitted toys, socks and other souvenirs.

[Read full story](#)



## Co-operation proves key to success for persimmon farmers in Azerbaijan

Nizami Musayev has been growing and selling persimmon for the past 15 years. After trainings run by UNDP and ABAD under the EU4Business, Nizami united several fellow persimmon families under one common brand. They have managed to get their persimmon products displayed and sold in some of the major supermarket chains, including in Baku.

[Read full story](#)

## Managing livestock is profitable in Azerbaijan's Barda region

Fargana Garayeva, a farmer, has been breeding cattle since 2013. In 2019, she took an EU4Business loan from the Bank Respublika to expand her business. Her herd nearly quadrupled. Today, annual income from Garayeva's land and the farm has grown to €13,000. In the future, she plans to expand her herd and improve conditions at the farm itself.

[Read full story](#)

## Two grandfathers proving age is no barrier to entrepreneurship

Sohrab Ismayilov and his lifelong friend Harun Nurayev are living out our dream with their business. After completing the training courses run by ABAD and UNDP as part of the EU4Business Initiative, the friends started working at full capacity with the new equipment. The success of their sales of packed roasted hazelnuts in ABAD's ethnoboutiques encouraged them to try new lines of products, and they are now working with ABAD on ways to produce chopped and frozen vegetables and Alana fruit desserts.

[Read full story](#)

Find out more:

[WWW.EU4BUSINESS.AZ](http://WWW.EU4BUSINESS.AZ)