



Citizens' Summary

2023



AZERBAIJAN



EU4Business

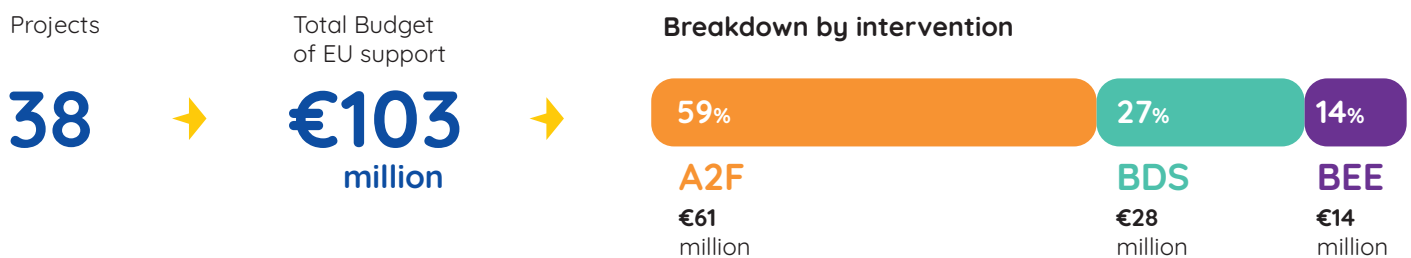


Helping small and medium enterprises grow

EU4Business is an umbrella initiative of the European Union encompassing all EU support to SMEs in the 5 Eastern Partnership countries - Armenia, Azerbaijan, Georgia, Moldova, and Ukraine.

Portfolio*

* total budget of active projects in Azerbaijan, 2022



Results in Figures**

** data for Azerbaijan, 2022



↑ **+25%** increase in staff among EU-supported SMEs

↑ **26** EU-supported SMEs engaged in exporting

↑ **+12%** growth in SMEs' turnover recorded

↑ **+10%** increase in exports among EU-supported SMEs

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

4,261

SMEs received loans



22% to women-owned SMEs

€14

million

total value of loans

€3,157

average loan

2

partner financial institutions working with EU4Business



BDS

48

business support organisations improved their capacity

4,123

consultancy services delivered to SMEs



6% women-owned

278

SMEs participated in B2B events



BEE

15

country public-private dialogue events held

9

government institutions improved their capacity

Success stories



Going digital: Curtain producer finds success by optimizing CRM and task management

Sarvagelli Racablani, a reputable company in the market of curtain production and sales, acquired a CRM system with support from the EU4Business programme and received consultancy services for a website and marketing strategy.

[Read full story](#)



Business owners from Azerbaijan discover secrets to making a premium product with the EU4Business help

The Balaken farmers were able to obtain funds and other necessary support through an EU4Business project. They raised their business awareness, participated in training on business planning, marketing, and budget preparation and management as well as got invitations to fairs.

[Read full story](#)



The business of education: Azerbaijani entrepreneur developing academies in rural areas

The EU4Business project contributes to business development and employment generation across all economic regions of Azerbaijan, with a particular emphasis on improving rural livelihoods. One important component of the project focuses on developing the skills and confidence of rural women to enable them to become entrepreneurs.

[Read full story](#)



Land of wine: Azerbaijan wine-makers to increase production and find new potential markets abroad

Under the EU4Business project, six Azerbaijani wine exporters presented their products during a study visit to Bulgaria, during which they participated in the VINARIA 2022 wine exhibition in Plovdiv, and attended a business roundtable and masterclass.

[Read full story](#)

Find out more: www.eu4business.az