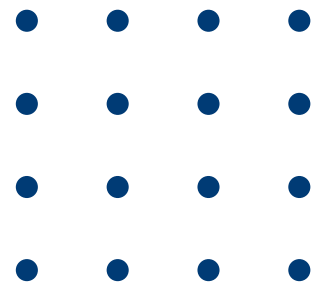




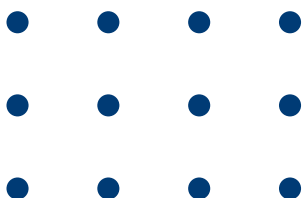
EU4Business



# COUNTRY REPORT

## 2022

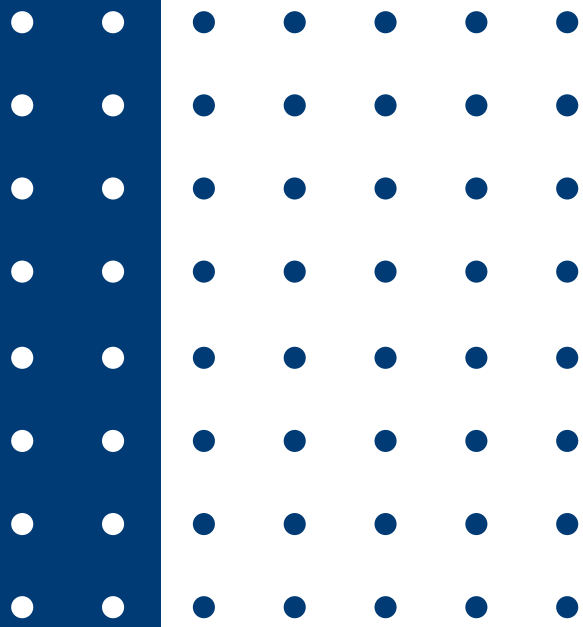
 UKRAINE



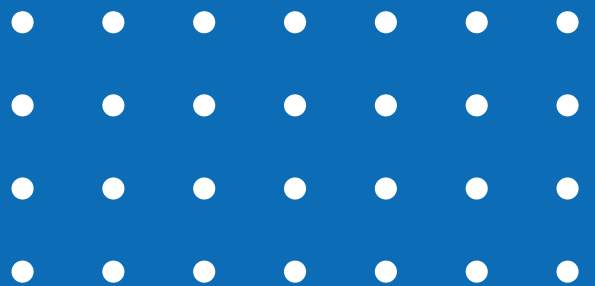
[WWW.EU4BUSINESS.ORG.UA](http://WWW.EU4BUSINESS.ORG.UA)

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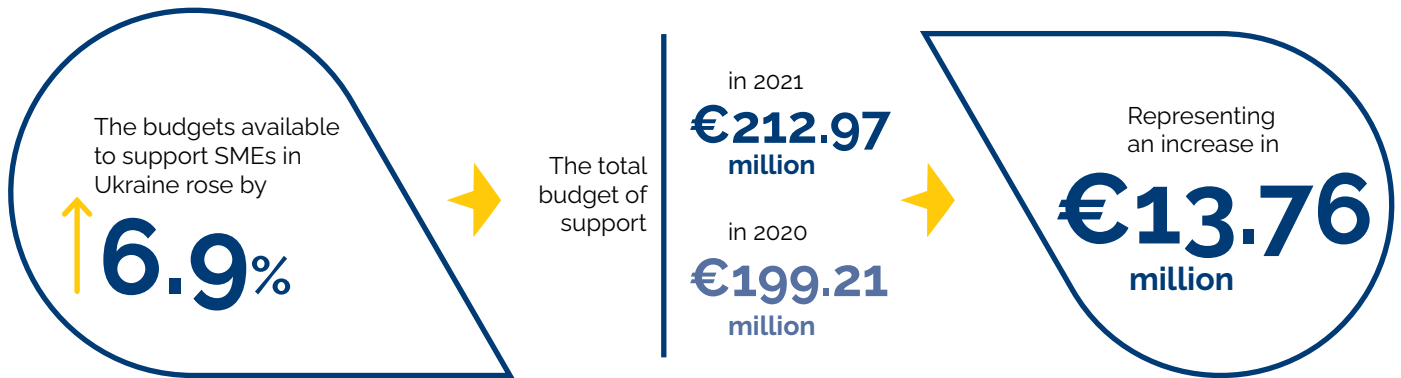
# [EXECUTIVE] [SUMMARY]



# EXECUTIVE SUMMARY FOR UKRAINE:

## 2021 AT A GLANCE

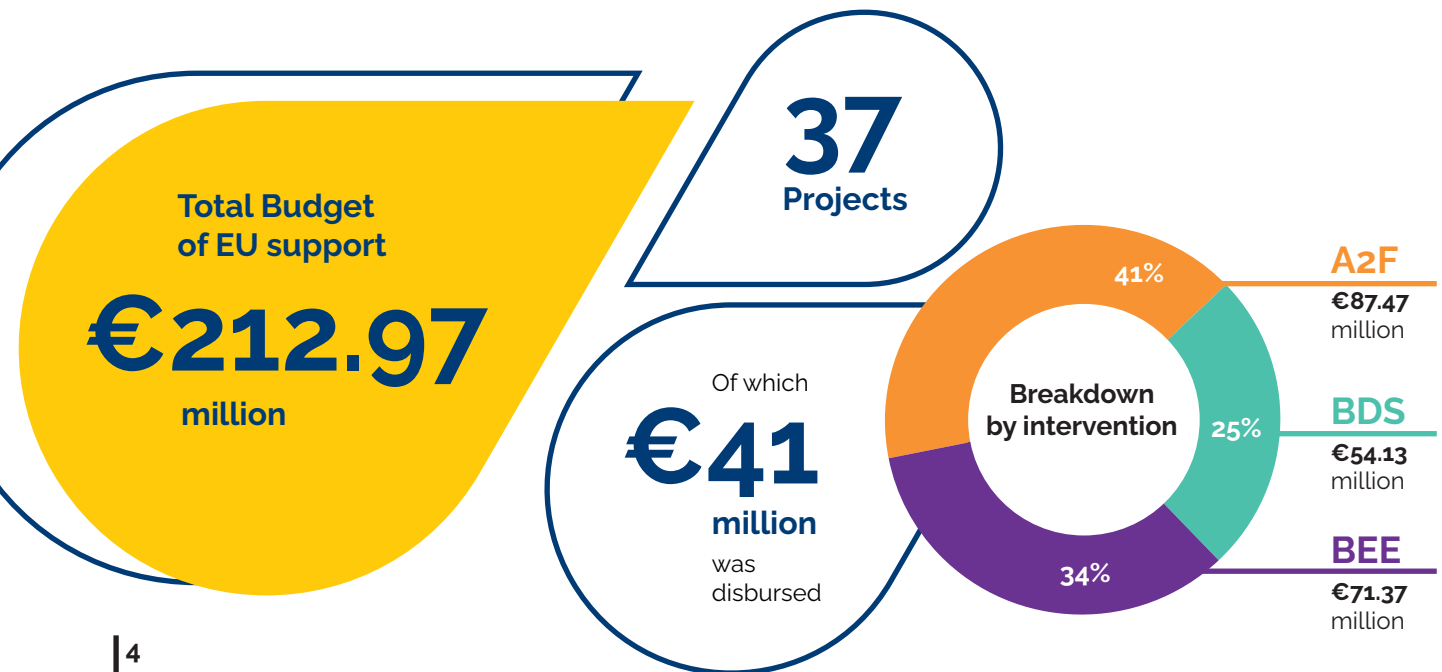
The 2022 EU4Business Country Report for Ukraine shows that the SMEs are making a strong recovery after the challenges of COVID in 2020.



Disbursements grew in 2021



### PORTFOLIO FOR UKRAINE IN 2021





# RESULTS OF EU SUPPORT IN 2021

**€1.6** billion extra income generated

**16,602**

SMEs supported



women-owned SMEs

**35,693**

new jobs created

↑ **+7.6%**

increase in staff among EU-supported SMEs

↑ **+36.3%**

growth in SMEs' turnover recorded

**€6,038** million

total turnover

↑ **+12.95%**

EU-supported SMEs engaged in exporting

↑ **+11.75%**

increase in exports among EU-supported SMEs

## IMPACT OF EU SUPPORT

For every million euro of EU support

**€1** million

**405** SMEs benefited

**871** new jobs were generated

**€39.25** million increase in income

Compared with 2020

**194** SMEs benefited

**503** new jobs were generated

**€20.7** million increase in income

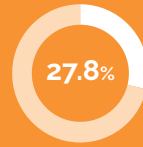


## RESULTS PER PILLAR

A2F



3,254



SMEs received loans

to women-owned SMEs

€148.06 million

total value of loans

€45,502

average loan

13

partner financial institutions working with EU4Business

91

business support organisations improved their capacity

12,537

consultancy services delivered to SMEs



women-owned SMEs

24

SMEs participated in B2B events

BDS



BEE



451

laws, policies, regulations and procedures reformed

59

public-private dialogue events held

154

government institutions improved their capacity

## EU4BUSINESS FACILITY COMMUNICATIONS

50+

success stories and news items were generated in Ukraine and shared

[WWW.EU4BUSINESS.ORG.UA](http://WWW.EU4BUSINESS.ORG.UA)

website regularly maintained and updated

37,666

total visits to the Ukrainian website in 2021

Promotion campaign in the social and traditional media was conducted in September 2021 to attract SMEs to the newly created websites.

Increase in average monthly website visits recorded in Ukraine following the promo campaign

300,000+

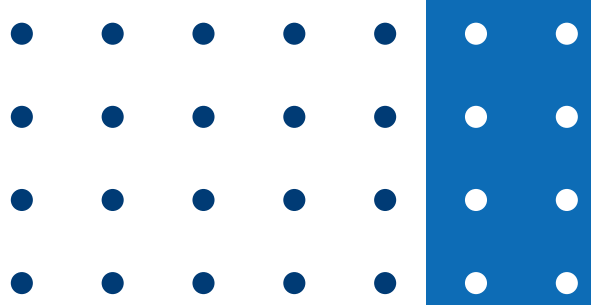
audience reach in the social media

over a dozen media outlets reached with campaign messages

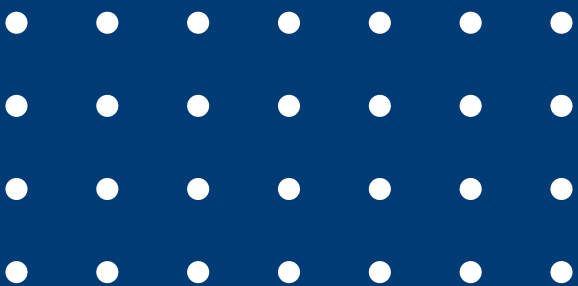


**Mark Hellyer**  
Team Leader,  
EU4Business Facility

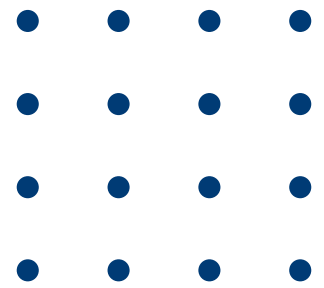
**Ukrainian SMEs started recovering in 2021, and EU played an important role with significant growth in the number of SMEs supported. Those supported have seen positive growth in turnover, employment and exports. Of course, 2022 has brought fresh challenges and inevitably many setbacks for SMEs, but EU is committed to and continues to support SMEs in Ukraine through the war.**



**EU SUPPORT  
TO SMES  
IN UKRAINE  
LIN 2021**



# [ PORTFOLIO OVERVIEW ]



The European Union's support for SMEs in Ukraine grew in 2021 by

**+6.9%**



EU support is focusing on three types of interventions:



**37**

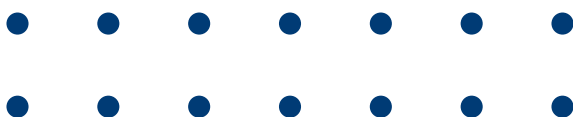
Projects provided support to SMEs in Ukraine in 2021



with a total budget of

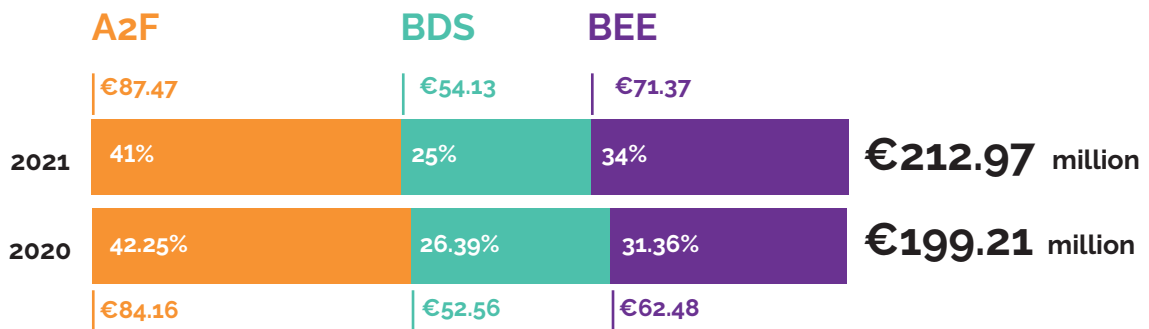
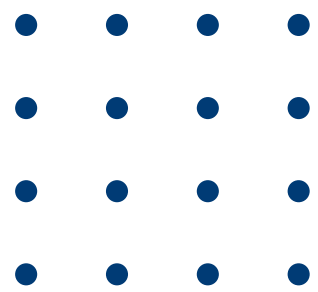
**€212.97**  
million

This is the total value of contracts being implemented in 2021 rather than disbursements



# [BREAKDOWN]

## BY INTERVENTION



with a total budget\*

**€212.97**  
million



Breakdown of Active Bilateral Projects in Ukraine by Intervention in 2021

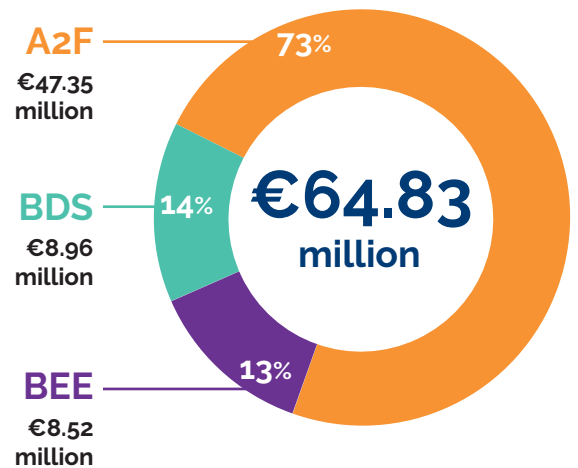
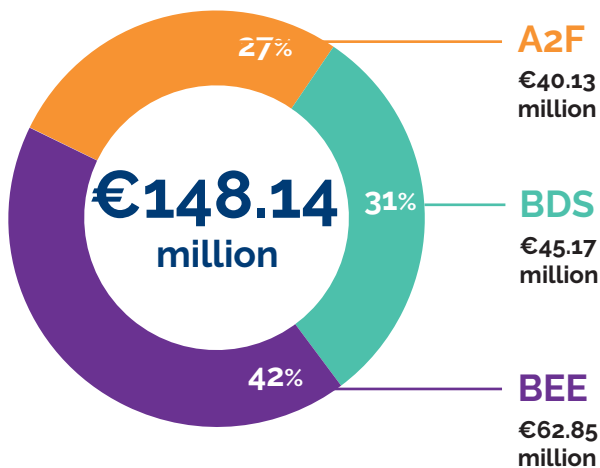
**70%**

of total budget

Breakdown of Regional Projects in Ukraine by Intervention in 2021

**30%**

of total budget



# OVERVIEW

## BY TYPE OF INTERVENTION

### ACCESS TO FINANCE (A2F)



A2F is the largest area of support in Ukraine representing 41% of budgets in 2021

A total of

**€87.47**

million

In EU support was allocated to unlock access to finance in Ukraine in 2021



**7**

specific support instruments are used in Ukraine

**+3.9%**

Compared with 2020



### 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.

### 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.

### A5 Currency Hedging Subsidy

This instrument is given to IFIs in order to enable them to disburse loans to PFIs (and ultimately to SMEs) in local currency. Traditionally, the IFIs only provide credit lines in euros or dollars. In order to sign credit contracts in national currency, the IFIs need to protect their investment through "currency hedging". This is a currency risk coverage facility provided by specialised agencies (that would cover the cost of currency devaluation, therefore the IFIs do not lose any money) at a certain cost. Without the EU grant to cover the cost of "currency hedging", the IFIs would add this additional cost in the lending contract with PFIs and the loans for SMEs in local currency would naturally become more expensive. Due to the EU grant, the IFIs and subsequently the PFIs can offer loans in local currency to SMEs at a competitive price.

### 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.

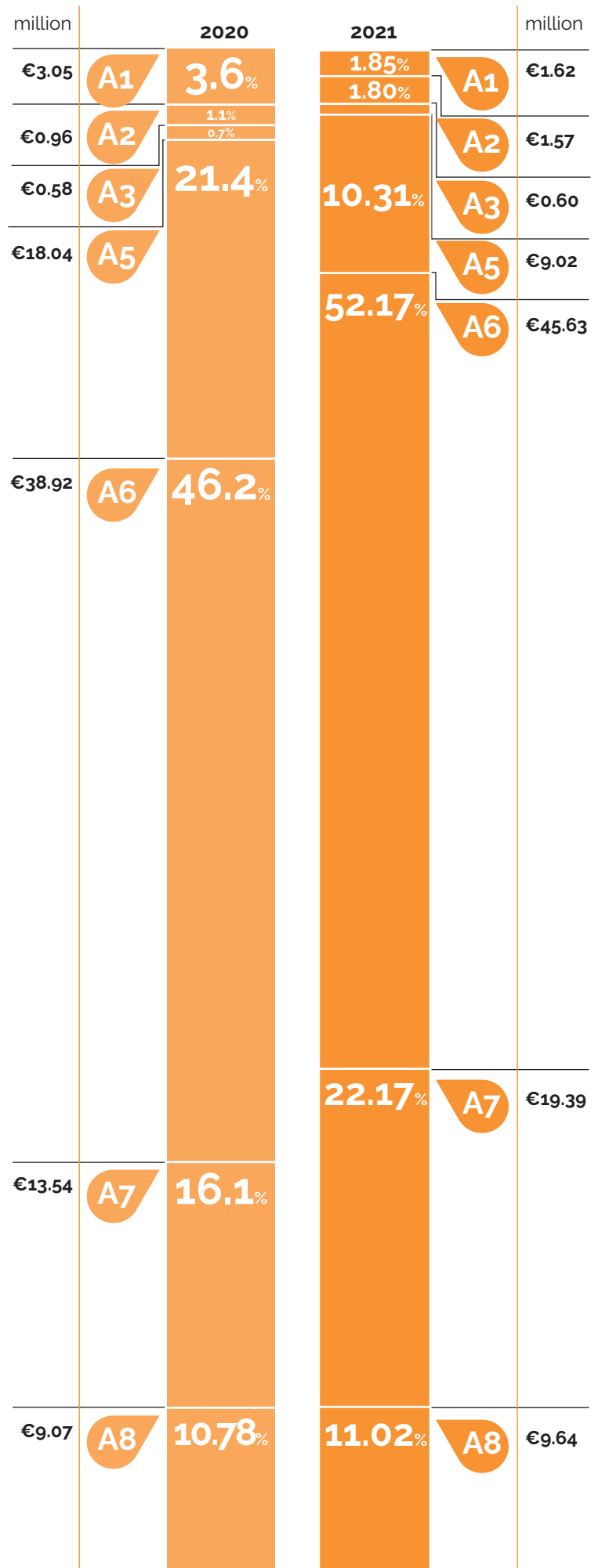
### A8 Structured Funds

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).



# ALLOCATION OF A2F BUDGETS IN MOLDOVA BY INSTRUMENT

- A1**  
Capped Loss Recovery (grant contract)
- A2**  
Interest Subsidy (grant contract)
- A3**  
TA to PFIs
- A5**  
Currency Hedging Subsidy (Financial instrument)
- A6**  
SME Incentive grants (linked to loans)
- A7**  
Grants to SMEs
- A8**  
Structured Funds





## A GOAT FARM IN THE EUROPEAN MANNER: EXPERIENCE OF AN ENTREPRENEUR FROM KYIV REGION

Vasyl Tsyvk is the owner of the farming enterprise **Tetiana 2011**, located approximately one hundred kilometers from Kyiv. His business's profile includes crop farming, horticulture and milk production. His dozens of varieties of cheese and fermented dairy products are made of goat milk, which is very unusual for Ukraine. There are 2,700 French heritage Alpine and Saanen goats, with a French dairy expert working among process specialists and consultants. The brand "**Zinka**" is widely marketed in well-known supermarket chains of the country.

The business enterprise got a loan of **UAH 10.7 million (EUR 336,710)** from Oschadbank under the EU4Business Initiative of the European Union. The EU and EIB Group support Ukrainian small- and medium-sized enterprises (SMEs) through these intermediated loans and/or guarantees provided to local banks.

The European experience of farming enterprise Tetiana 2011 is evident in one more approach – their product meets safety and quality standards. The enterprise **currently employs more than 80 people**. It is a family-run business – another way it follows European tradition. Vasyl's mother and father also work there, and his daughter comes to help during holidays.

In 2019, 1,200 tonnes of goat milk were produced in Ukraine, while **Tetiana 2011 produced 700 tonnes**. In 2020, they produced close to one thousand tonnes. Their plans for the future are very ambitious in all three directions – production, processing and sales. Within the next six to seven years, the business is planning to reach **40 tonnes of milk produced per day**. They also hope to begin exports to the Middle East.



*Ukrainian farmers have learned how to make cheeses that are just as good as European ones"*

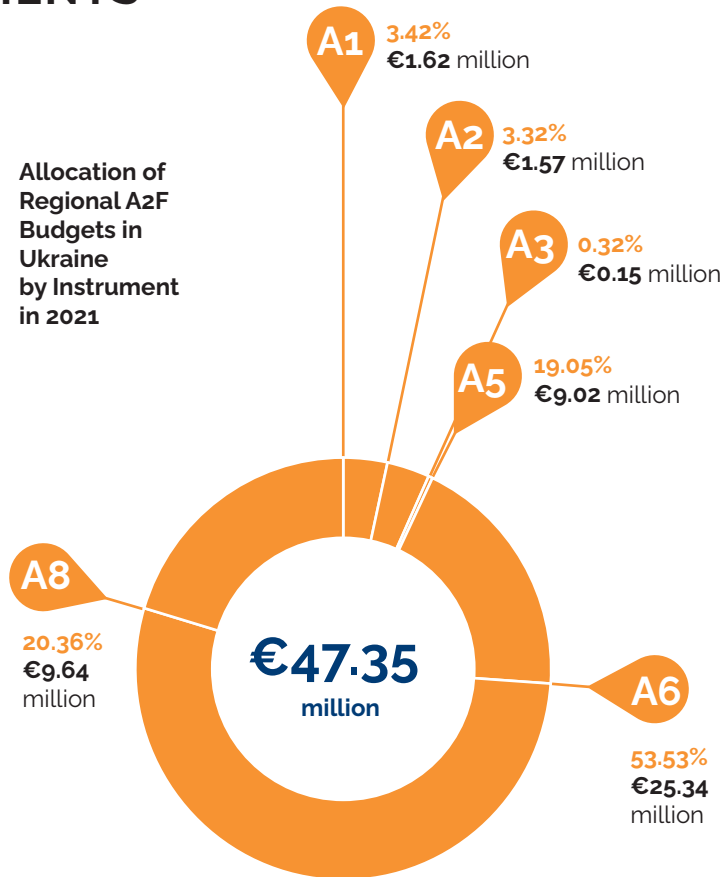
Vasyl Tsyvk  
owner of the farming  
enterprise Tetiana 2011

[Read full story](#)

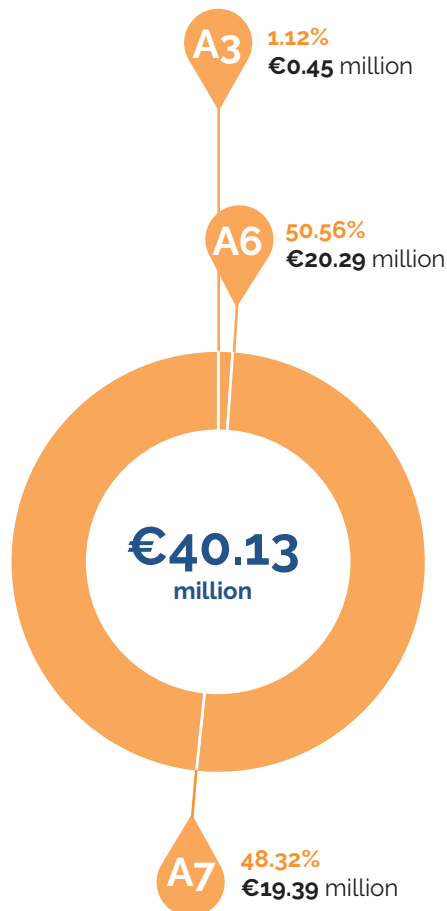
# ALLOCATION OF A2F BUDGETS BY REGIONAL AND BILATERAL INSTRUMENTS



Allocation of Regional A2F Budgets in Ukraine by Instrument in 2021



Bilateral A2F Budgets in Ukraine by Instrument in 2021



- A1**  
Capped Loss Recovery (grant contract)
- A2**  
Interest Subsidy (grant contract)
- A3**  
TA to PFIs
- A5**  
Currency Hedging Subsidy (Financial instrument)
- A6**  
SME Incentive grants (linked to loans)
- A7**  
Grants to SMEs
- A8**  
Structured Funds



# NEW TYPES OF BREAD FOR SMALL VILLAGES IN DONETSK OBLAST

Olha Nikoara is the owner of the **Blahodatnyi Khib** (blessed bread) bakery, in the village of Volodymyrivka, Donetsk Oblast. The bakery provides the surrounding villages with bread, employs locals, and competes with large bread producers in the area.

The owner of the bakery has been thinking about expanding the business for a long time. A **€5,000** grant from the European Union under its EU4Business Initiative implemented by United Nations Recovery and Peacebuilding Programme

came in useful, helping Olga to purchase new equipment for baking, slicing and wrapping bread in film. Over a year, **the productivity of the bakers increased by as much as 25%, and sales of products rose by 15%**. The staff increased from 9 to 12 employees, and thus there were new jobs for the villagers. In addition, the residents of Volodymyrivka and Blahodatne can now always get freshly baked bread – the bakery has its own branded store in the village.



*I wanted self-realisation, independence, and to bring my ideas to life."*

**Olha Nikoara**  
Founder of Blahodatnyi Khib bakery



[Read full story](#)

## BUSINESS DEVELOPMENT SERVICES (BDS)



BDS is the third area of support in Ukraine representing 25% of budgets in 2021

A total of  
**€54.13**  
million

In EU support was allocated to unlock access to finance in Ukraine in 2021



**7**

specific support instruments are used in Ukraine

**+2.99%**

Compared with 2020

## 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 through 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.

## B4 Clusters

This instrument involves group support to SMEs involved in the same field of activity but on different positions in the value chain or with common interests. The basis of the clusters approach is the synergy of creating a more effective value chain within the cluster. The success of the SME cluster is tightly related to the level of value added in the respective field of activity.

## B5 Trade Information

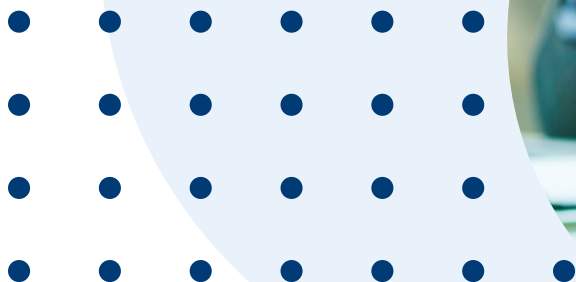
This instrument provides SMEs already exporting, exporting infrequently, or those interested in exporting with the range of information needed to move closer to exporting. This instrument can include generating the necessary information (brochures, guides, market reports) or developing tools for accessing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

## B6 B2B Activities

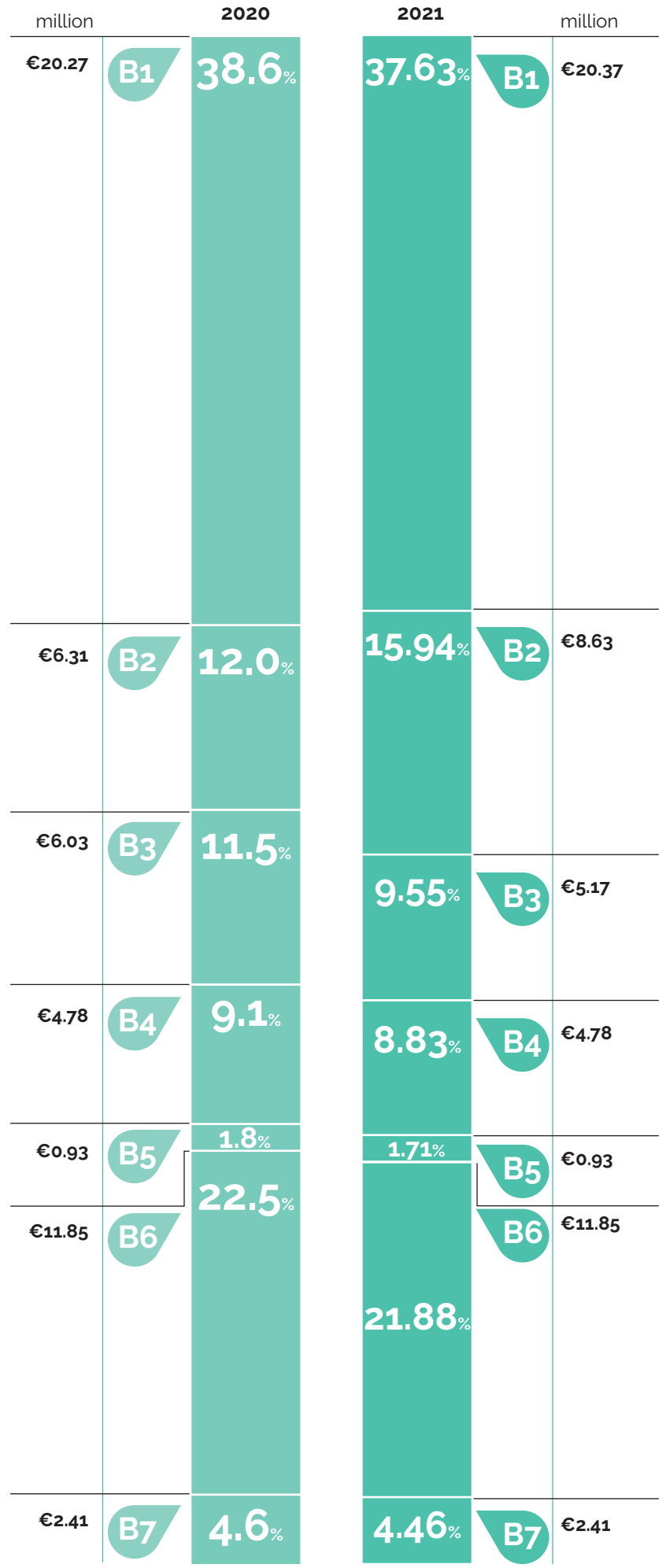
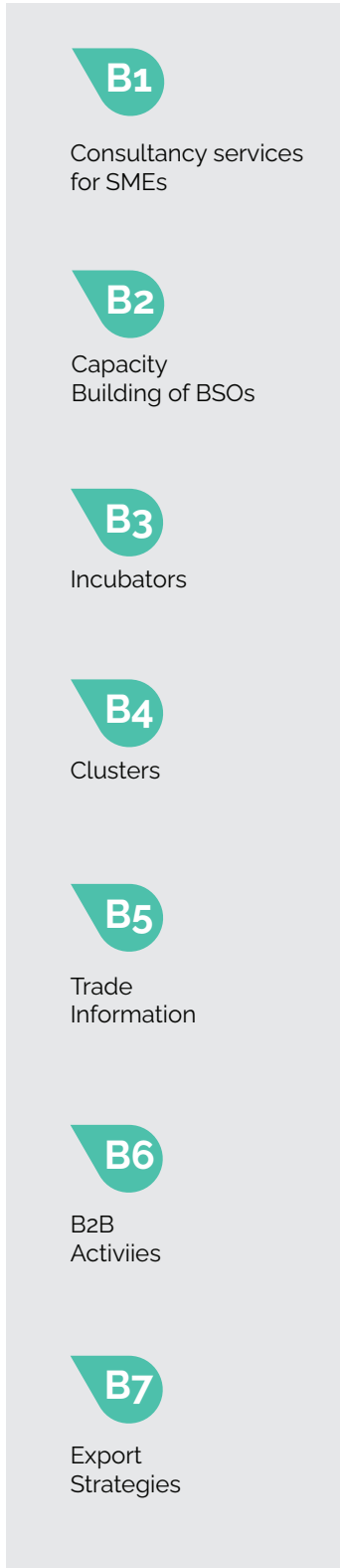
Business to Business (B2B) Activities support SMEs to make specific contact with nominally interested buyers (company decision makers in target export markets who regularly buy the export on offer). These can include participation in online buyer auctions, trade fair participation, inward and outward 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.

## B7 Export Strategies

This instrument is used at a national or sector level to develop a policy to increase a country's exports. This instrument is typically based on studies, analysis, and stakeholder consultation that assesses national production, market requirements, and export constraints and then, working with government and stakeholders, builds a common sector or national approach (and action plan) to develop the exports of competitive products in target markets. In addition, this instrument can also include support in coordination with implementation of the strategy itself as well as national visibility and branding, support programmes, and stakeholder dialogue.



# ALLOCATION OF BDS BUDGETS IN UKRAINE BY INSTRUMENT





# FARMING FOR KIDS AND FERTILIZERS FOR FARMERS: HOW A SMALL BUSINESS BECAME A LEADER IN UKRAINE'S AGRICULTURAL SECTOR

Makosh is among the 10 biggest importers of special mineral fertilizers in Ukraine. Makosh is gradually building its own material base. The company has its own warehouse complex, which ensures the quality of fertilizer storage. This year they finally moved from their tiny original office to a new stand-alone 5-story building in Vinnytsia. Through the EU4Business Initiative of the European Union, the EBRD helped the company hire an outside consultant on energy efficiency during construction. The specialist conducted a comprehensive analysis of the construction documentation and audited the partly built premises, determined how to reduce energy consumption and save on utilities, and supervised the energy efficiency aspect of construction. With funding from the EU, the Bank reimbursed 75% of the cost of the energy efficiency project. Without it, says Polishchuk, they could not have moved and expanded.

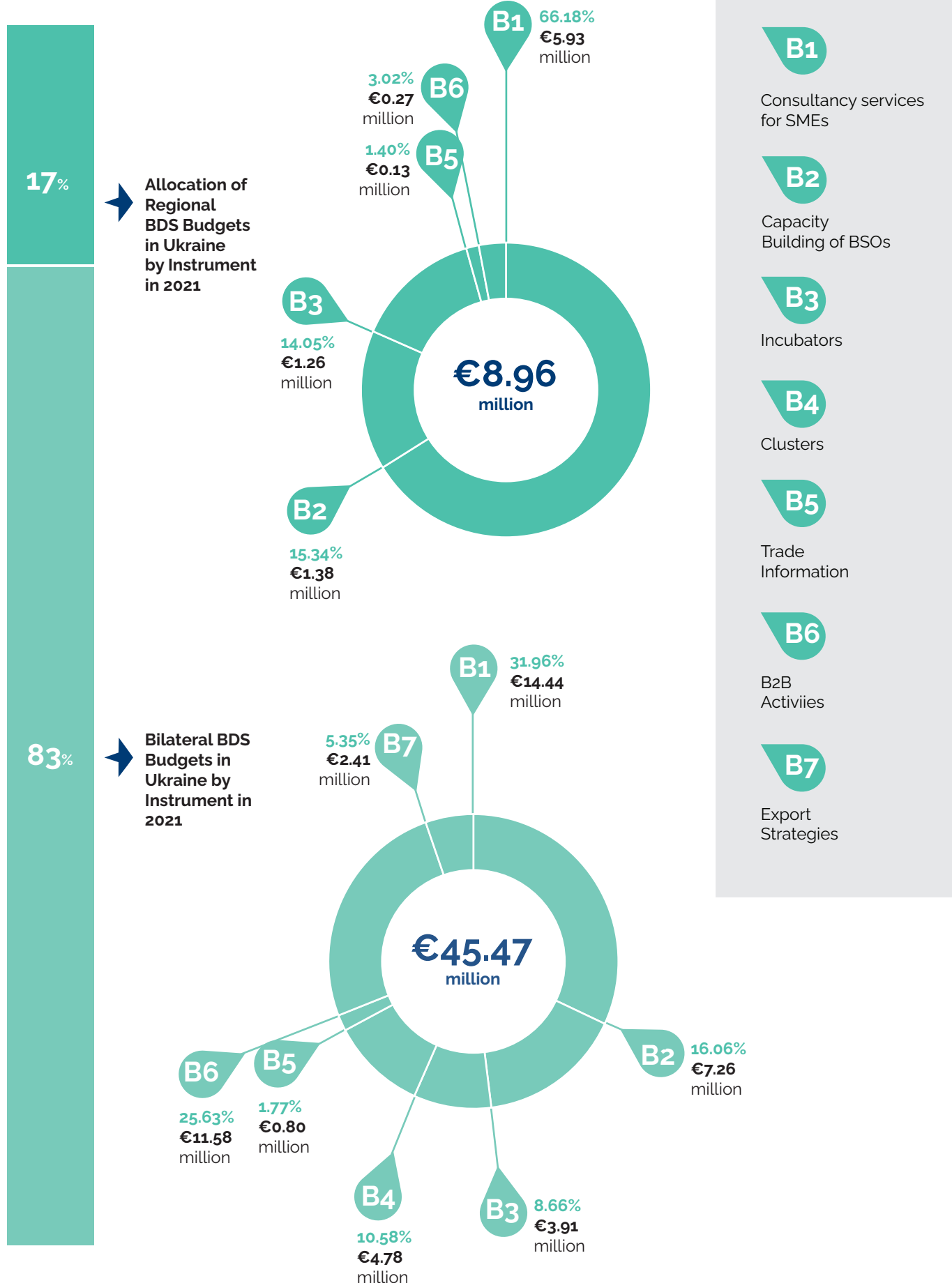
*Our new building is over 2,500 square meters," says Polishchuk. "It would not have been economically profitable or environmentally friendly to heat it the old way. This consultant advised us on how to make the building completely airtight, so that it stays warm in winter and cool in summer. He also helped us buy insulation materials at a bargain price."*

**Viktor Polishchuk**  
Founder of Makosh



[Read full story](#)

# ALLOCATION OF BDS BUDGETS BY REGIONAL AND BILATERAL INSTRUMENTS





# TERMOPAL SELLS EUROPEAN FURNITURE FITTINGS BEYOND UKRAINE

More than 20 years old, Termopal is Ukraine's largest supplier of materials for furniture production. Among other things, they import decorative paper and plastic, artificial stones and fittings.

To expand exports to the European markets, both the furniture factories and the companies that supply them with materials have to change and adjust to the new standards. Termopal received support from the EBRD through the EU4Business initiative to adapt the business to EU standards. In addition, 50 Termopal employees underwent a training program from some of the best managers and specialists in the domestic furniture industry. This allowed the company to optimize internal processes and make its operations more efficient. Through the employee training program, Termopal was able to introduce the Institute of HR Management at the company and this made the firm's work more predictable. The result was a 10% reduction in Termopal's expenses.



*Our accounting system wasn't very effective. We had to change that. We also fundamentally changed our approach to problem-solving. Now, with the help of the business seminars, my staff are thinking outside the box and are able to come up with several options for solving a problem."*

**Mykola Viknyanskiy**  
owner of Termopal



[Read full story](#)

# BUSINESS ENABLING ENVIRONMENT (BEE)

BEE is the second largest of area of support in Ukraine representing 34% of budgets in 2021

A total of

€71.36 million

In EU support was allocated to unlock access to finance in Ukraine in 2021



+14.2%

Compared with 2020

4

support instruments used in Ukraine for BDS 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 UKRAINE BY INSTRUMENT

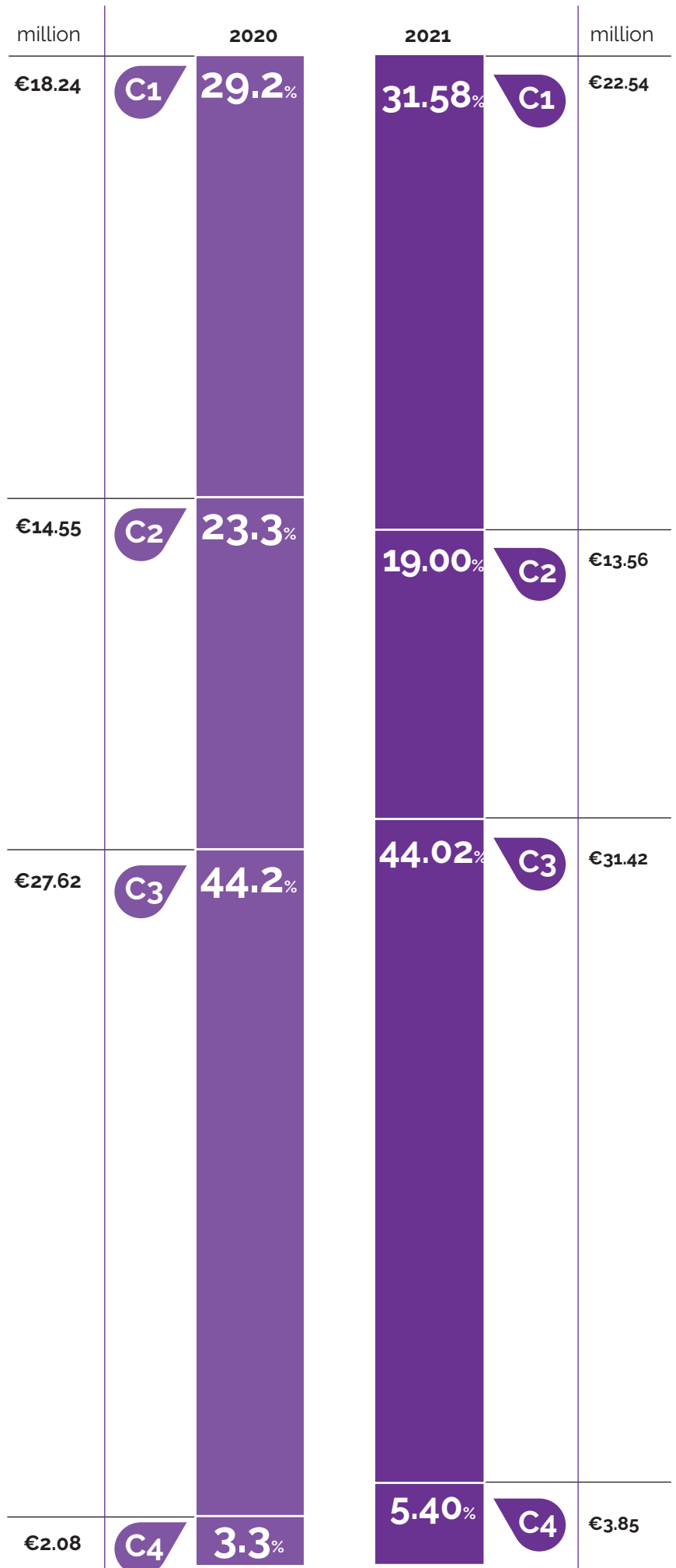
- 

Capacity Building among Policymakers and Regulators
- 

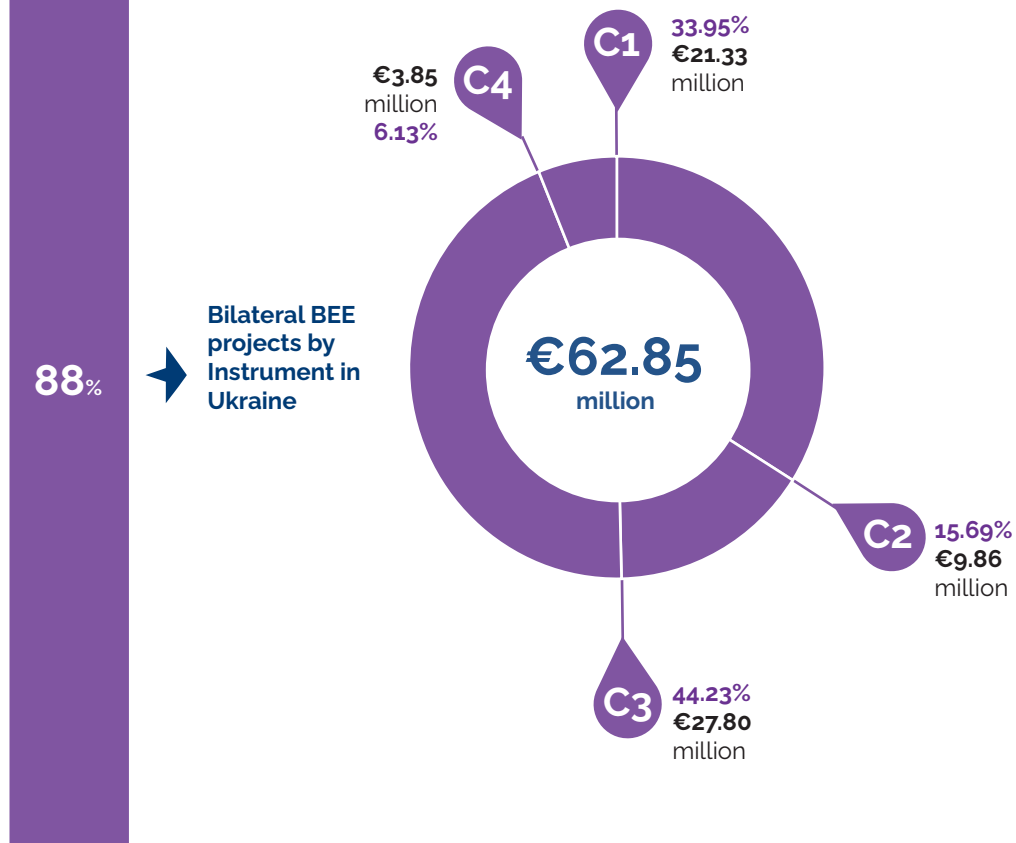
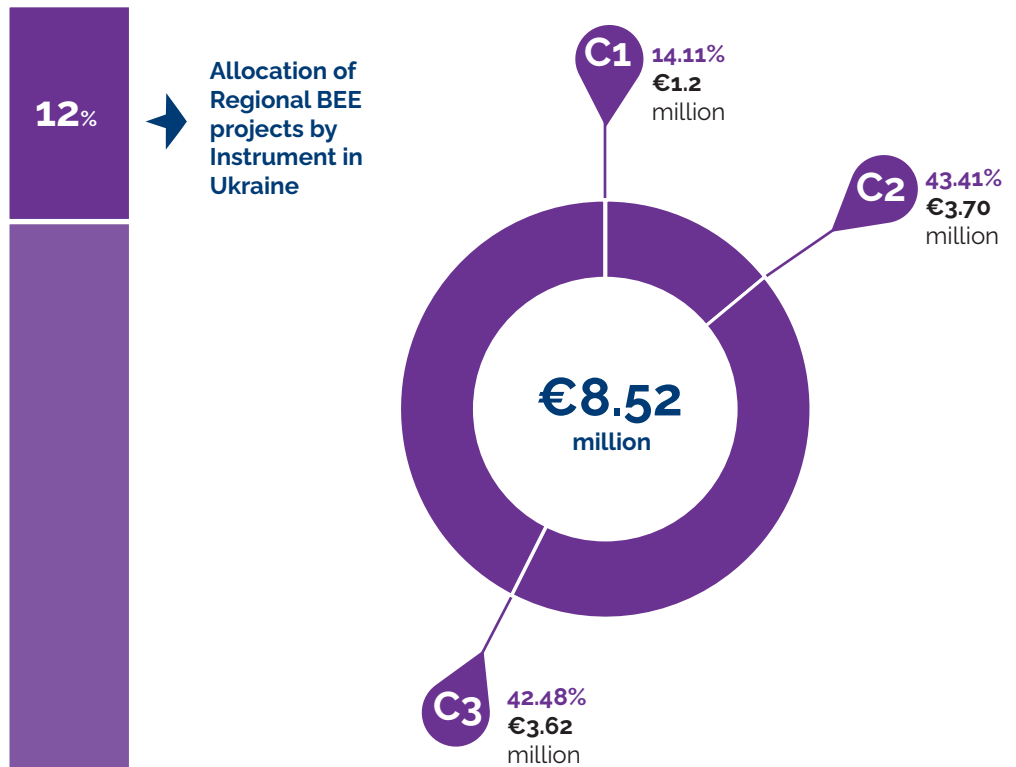
PPD (Public Private Dialogue)
- 

Regulatory Reform
- 

Information and Communication to SMEs



# ALLOCATION OF BEE BUDGETS IN UKRAINE BY INSTRUMENT



**C1**

Capacity Building among Policymakers and Regulators

**C2**

PPD (Public Private Dialogue)

**C3**

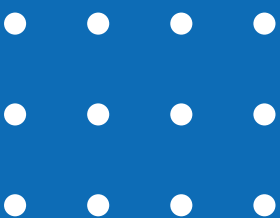
Regulatory Reform

**C4**

Information and Communication to SMEs

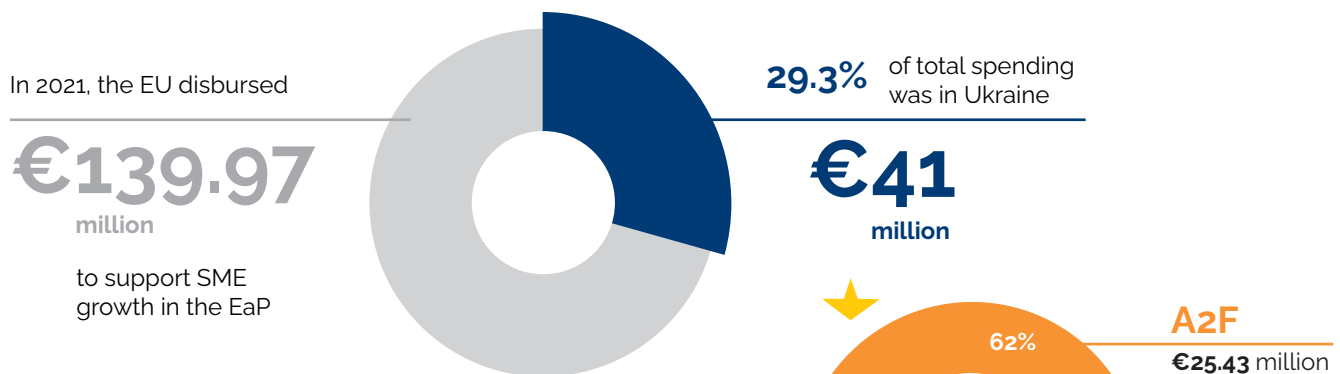


# [ACHIEVEMENTS] LIN 2021

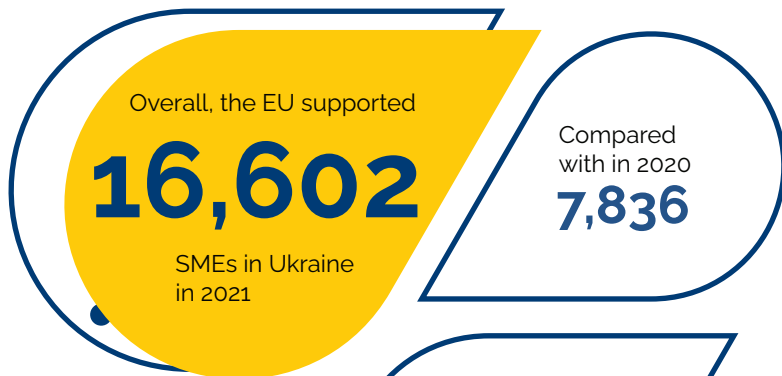


# [AGGREGATE RESULTS] [IN UKRAINE IN 2021]

Due to the increase in available budgets by 6.9% and post-Covid recovery, the number of SMEs supported in 2021 grew considerably from almost 8,000 in 2020 to over 16,000 in 2021. The level of disbursements slightly rose from €40.49 million in 2020 to €41 million in 2021.



## NUMBER OF SMES SUPPORTED



➔ **+111.87%**



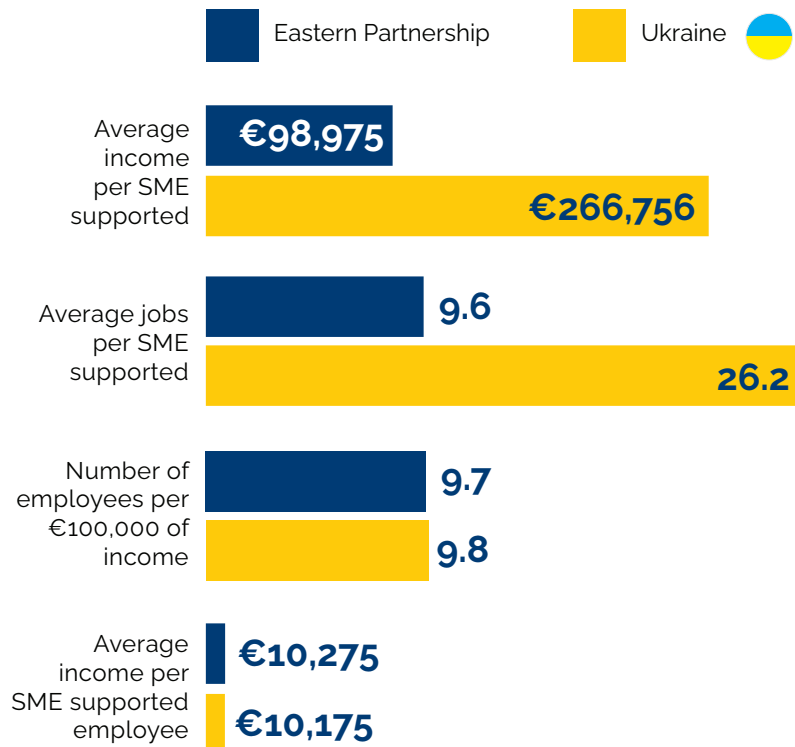


**Average SMEs supported in Ukraine in 2021 were smaller than in 2020, targeting more vulnerable SMEs during the crisis and allowing more reach**

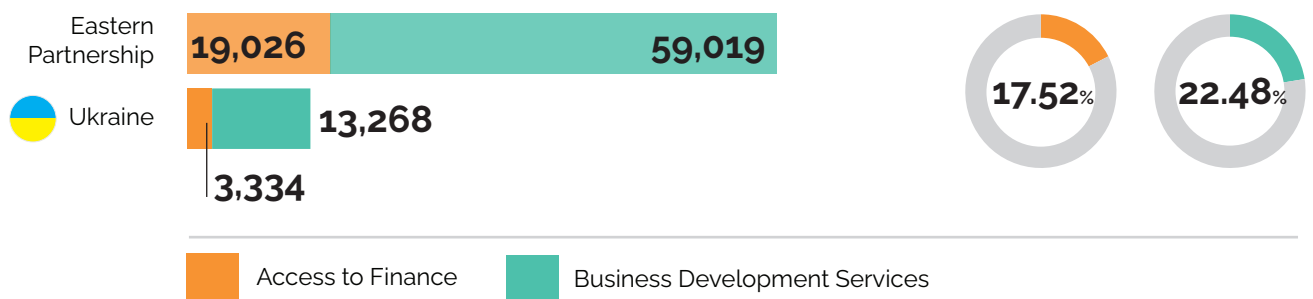


## SUPPORT TO SMES IN UKRAINE RELATIVE TO EAP

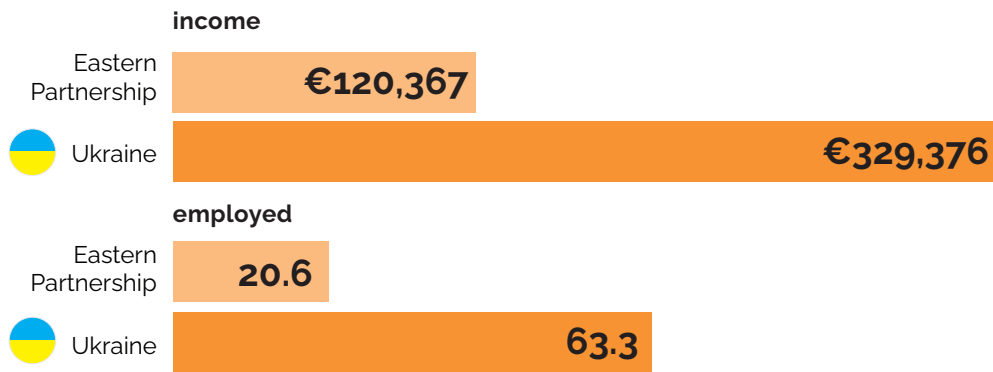
Whilst the average size of SMEs supported in Ukraine remains much higher than the regional average, the number of supported jobs relative to income is the same and the income per employee (labour intensity) is broadly similar.



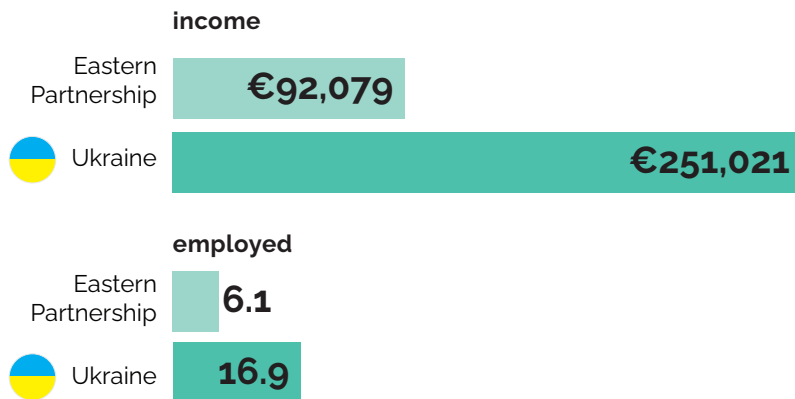
## THE NUMBER OF SMES SUPPORTED BY AREA OF INTERVENTION IN UKRAINE



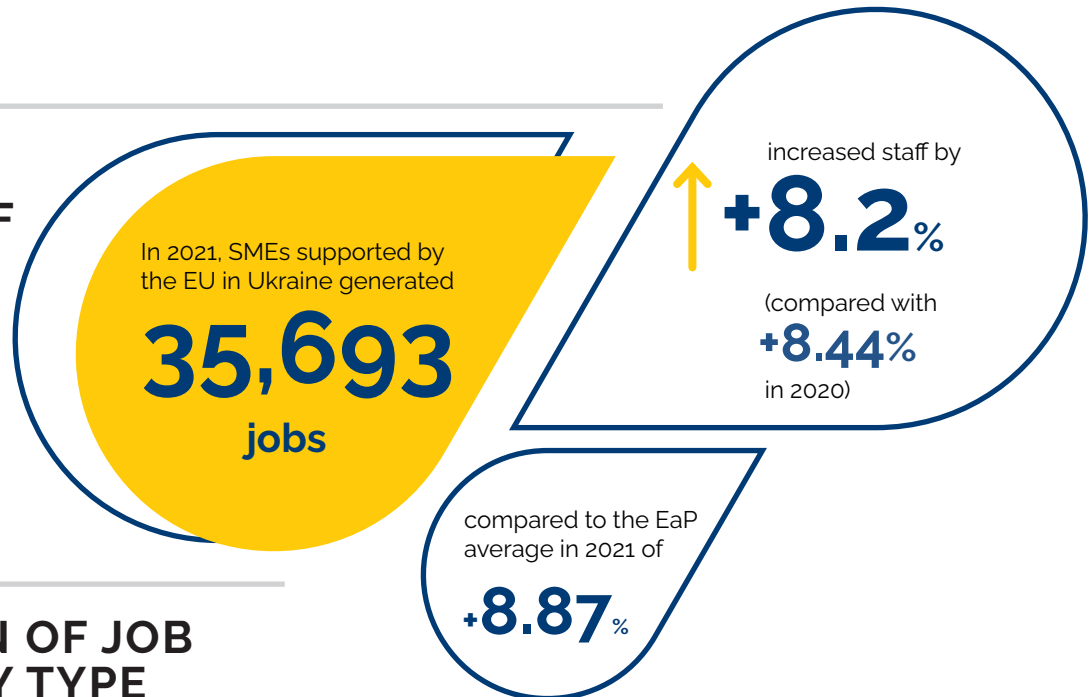
**The average A2F-supported SME**



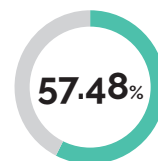
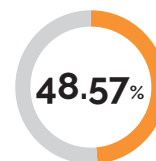
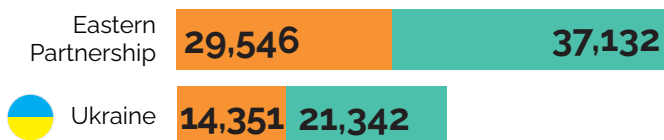
**The average BDS-supported SME**



**JOB CREATION OF SUPPORTED SMES IN UKRAINE**



**BREAKDOWN OF JOB CREATION BY TYPE OF INTERVENTION IN UKRAINE AND EAP**



Access to Finance      Business Development Services

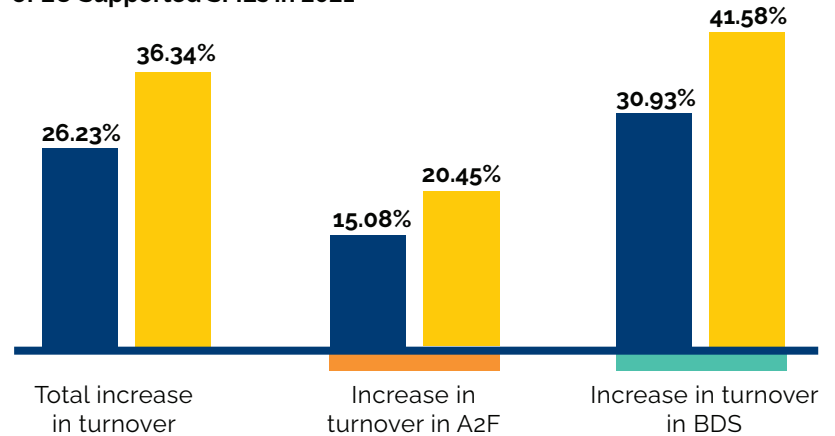


# IMPACT OF EU SUPPORT IN UKRAINE

## INCREASE IN TURNOVER

EU supported SMEs in Ukraine increased turnover by more than the regional average in 2021. EU supported SMEs in Ukraine increased turnover by more in 2021 than in 2020 (36.34% compared with 28.6%).

Average increase in turnover of EU Supported SMEs in 2021

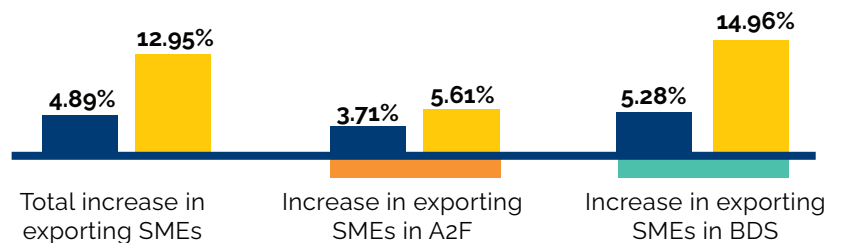


## INCREASE IN EXPORTING SMES

The number of EU-supported SMEs that started exporting in Ukraine in 2021 is higher than the average across the EAP.

The number of EU-supported SMEs that started exporting in Ukraine in 2021 is up from 2020 (12.95% in 2021 vs 6.18% in 2020).

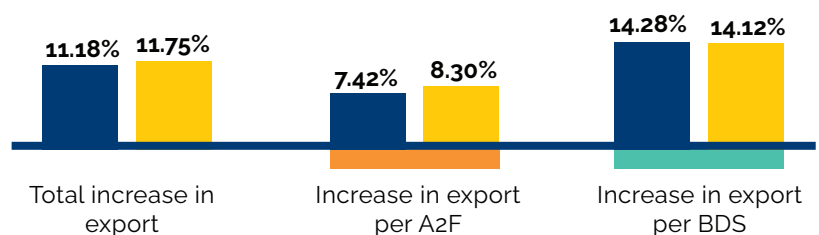
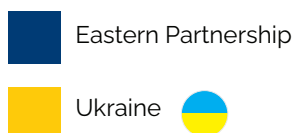
Increase in number of EU supported in 2021



## INCREASE IN EXPORT

EU-supported SMEs in Ukraine increased their exports in 2021, close to the regional average.

The increase in exports of EU Supported SMEs in Ukraine is higher than the EaP average.



# ACCESS TO FINANCE IN UKRAINE

OVERALL RESULTS OF A2F INTERVENTIONS IN UKRAINE IN 2021 WERE:



	2021	compared with 2020
SMEs supported with A2F interventions	<b>3,334</b>	<b>+232.73%</b>
in loans disbursed	<b>€148.06 million</b>	<b>+148.32%</b>
in grants given	<b>€0.81 million</b>	<b>-66.36%</b>
new jobs generated at SMEs supported through A2F	<b>14,351</b>	<b>+80.54%</b>
increase in income of supported SMEs	<b>20.45%</b>	<b>+14.23%</b>

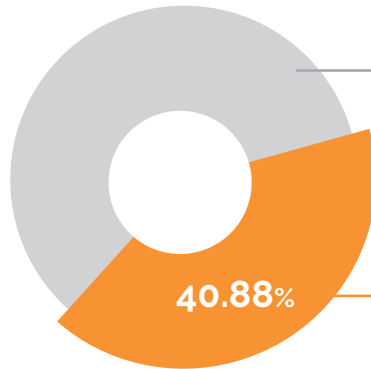
## SMES SUPPORTED BY ACCESS TO FINANCE INSTRUMENT

In 2021, the EU disbursed for A2F

**€62.20 million**

Total spending for A2F in Ukraine

**€25.43 million**



Number of SMEs supported

**3,334**

**27.8%**

women-owned

average size of loans

**€45,502**

**28%**

average size of grants

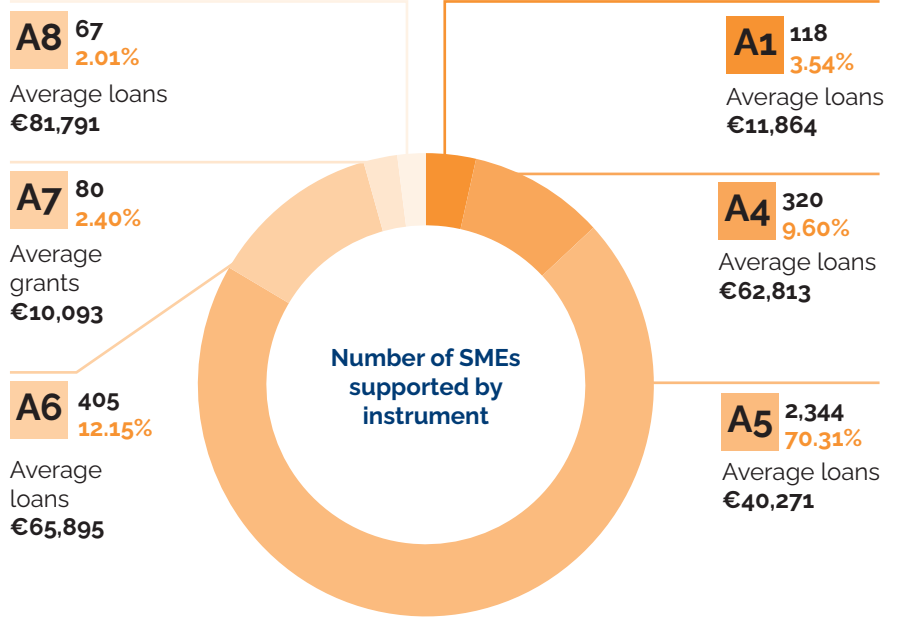
**€10,093**

**20%**

# BREAKDOWN OF SMES SUPPORTED PER A2F INSTRUMENT

## The EU used five A2F instruments in Ukraine:

lending through SME Incentive grants, structured funds, providing grants, currency hedging subsidy, capped loss recovery and guarantees.



- A1** Capped Loss Recovery
- A4** Capped Guarantees
- A5** Currency Hedging Subsidy
- A6** SME Incentive grants
- A7** Grants to SMEs
- A8** Structured Funds

## OVERALL IMPACT OF A2F IN UKRAINE

	2020	2021
Total Value of loans triggered in Ukraine	€59.63 million	€148.06 million
Average total loans triggered across EaP	€29.17 million	€43.22 million
SMEs receiving loans in Ukraine	762	3,254
Average size of loans in Ukraine	€77,739	€45,349
PfIs supported	8	13
Total value of Grants disbursed in Ukraine	€2.4 million	€0.81 million
Average total value of grants disbursed across EaP	€1.6 million	€1.81 million
SMEs receiving grants in Ukraine	240	80
Average amount of grant given in Ukraine	€10,000	€10,093

## RESULTS PER A2F INSTRUMENT

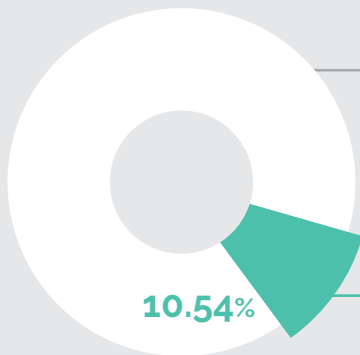
	Number of SMEs supported	Income of SMEs	Jobs in SMEs	Jobs generated	Increase in turnover	% of increase in turnover
<b>Total</b>	<b>3,334</b>	<b>€1,322,657,686</b>	<b>225,278</b>	<b>14,351</b>	<b>€224,519,444</b>	<b>20.45%</b>
<b>A1</b> Capped Loss Recovery	<b>118</b>	<b>€28,000,000</b>	<b>980</b>	<b>80</b>	<b>€6,461,538</b>	<b>30.00%</b>
<b>A4</b> Capped Guarantees	<b>320</b>	<b>€300,000,000</b>	<b>30,000</b>	<b>2,500</b>	<b>€27,272,727</b>	<b>10.00%</b>
<b>A5</b> Currency Hedging Subsidy	<b>2,344</b>	<b>€863,000,000</b>	<b>123,544</b>	<b>8,730</b>	<b>€179,193,027</b>	<b>26.21%</b>
<b>A6</b> SME Incentive grants	<b>405</b>	<b>€85,235,292</b>	<b>10,059</b>	<b>1,142</b>	<b>€8,879,200</b>	<b>11.63%</b>
<b>A7</b> Grants to SMEs	<b>80</b>	<b>€2,422,394</b>	<b>95</b>	<b>54</b>	<b>€536,851</b>	<b>28.47%</b>
<b>A8</b> Structured Funds	<b>67</b>	<b>€44,000,000</b>	<b>60,600</b>	<b>1,845</b>	<b>€2,176,101</b>	<b>5.20%</b>

# BUSINESS DEVELOPMENT SERVICES

## IN UKRAINE

### OVERALL RESULTS OF BDS INTERVENTIONS IN UKRAINE IN 2021 WERE:

	2021	compared with 2020
SMEs supported through BDS interventions	13,268	+94.15%
new jobs generated at SMEs supported through BDS	21,342	+71.68%
increase in income at supported SMEs	41.58%	+31.74%
BSOs capacitated	91	73



in 2021, the EU disbursed for BDS

**€52.75**  
million

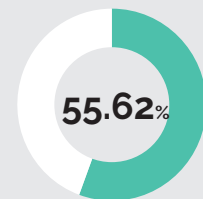
total spending for BDS was in Ukraine

**€5.56**  
million

down from

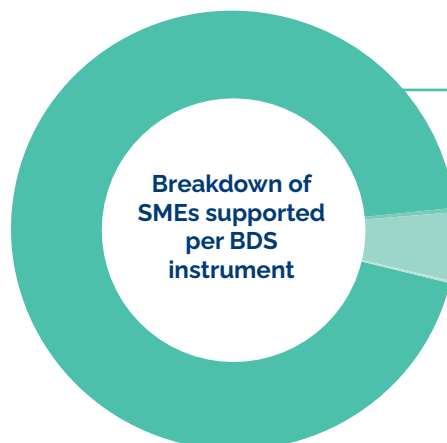
**€9.77**  
million

in 2020



women-owned

### SMES SUPPORTED BY BDS INSTRUMENT



- B1** 12,537 (94.49%) Consultancy Services for SMEs
- B3** 42 (0.32%) Incubators
- B4** 665 (5.01%) B2B Activities
- B6** 24 (0.18%) B2B Activities

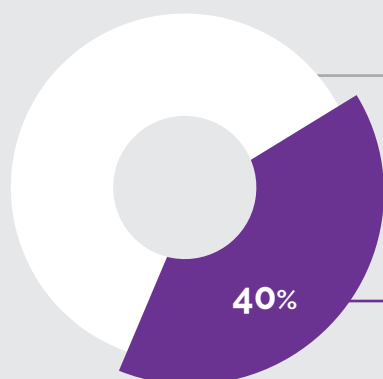
## RESULTS BY BDS INSTRUMENTS

	Sustained jobs in Supported SMEs	New jobs created in Supported SMEs	Total incomes of supported SMEs	Income growth	% of increase in turnover
<b>Total</b>	<b>247,677</b>	<b>21,342</b>	<b>€4,715,338,706</b>	<b>€1,384,791,452</b>	<b>41.58%</b>
<b>B1</b> Consultancy services for SMEs	<b>226,749</b>	<b>19,282</b>	<b>€4,634,024,926</b>	<b>€1,362,310,733</b>	<b>41.64%</b>
<b>B3</b> Incubators	<b>166</b>	<b>102</b>	<b>€8,256,642</b>	<b>€1,607,252</b>	<b>24.17%</b>
<b>B4</b> Clusters	<b>17,781</b>	<b>1,883</b>	<b>€70,737,138</b>	<b>€20,210,610</b>	<b>40.00%</b>
<b>B6</b> B2B activities	<b>960</b>	<b>75</b>	<b>€2,320,000</b>	<b>€662,857</b>	<b>40.00%</b>

## BUSINESS ENABLING ENVIRONMENT IN UKRAINE

OVERALL RESULTS OF BEE INTERVENTIONS IN UKRAINE IN 2021 WERE:

	2021	compared with 2020
Laws changes	451	↓ -49.94%
Public Private Dialogue Events	59	↓ -89.69%
Regulators/policy makers strengthened capacity	189	↑ +62.93%



in 2021, the EU disbursed for BEE

**€25.02**  
million

of total spending for BEE was in Ukraine

**€10.01**  
million



down from

**€13.02**  
million  
in 2020



# RESULTS OF BEE INSTRUMENTS IN UKRAINE

BEE Support instruments used in Ukraine in 2021 are:



Changing / improving laws and regulations



Public-private dialogue events

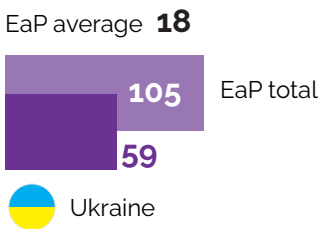


Capacity building among government agencies / regulators

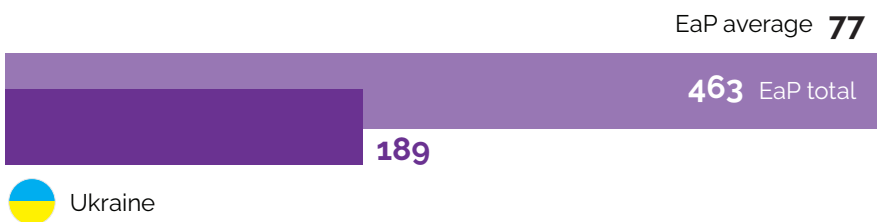
## NUMBER OF LAWS / REGULATIONS CHANGED



## NUMBER OF PUBLIC PRIVATE DIALOGUE EVENTS



## NUMBER OF REGULATORS/GOVERNMENT BENEFITING FROM CAPACITY BUILDING



# LIST OF PROJECTS

## IN UKRAINE AS OF 2021

Title	Total Budget*	Start date	End date	Type of the Project	Areas of Intervention		
					A2F	BDS	BEE
Financing Technologies against Climate Change / FINTECC	€4,160,000	2015	2026	Bilateral		●	
Inclusive, competitive and sustainable value chain development in agriculture, fisheries and forestry	€13,000,000	2021	2025	Bilateral	●	●	●
Institutional and Policy Reform for Smallholder Agriculture	€6,399,000	2021	2024	Bilateral		●	●
EU4Business: SME Competitiveness and Internationalization	€15,500,000	2020	2024	Bilateral	●	●	●
Improvement of legislation, control and awareness in food safety, animal health and welfare in Ukraine	€4,267,150	2019	2023	Bilateral			●
Strengthening the institutional capacity of the Ministry for Development of Economy, Trade and Agriculture (META) of Ukraine in the field of National Quality Infrastructures (NQI)	€1,200,000	2021	2023	Bilateral			●
EU Support to the East of Ukraine	€9,500,000	2018	2022	Bilateral	●	●	
EU4Business: Network of Business Support Centres in Ukraine	€40,000,000	2016	2022	Bilateral	●	●	
Better regulation reform and improved policymaking process through increased role of civil society	€499,555	2021	2022	Bilateral			●
EU Support to the East of Ukraine: Recovery, Peacebuilding and Governance	€13,769,743	2018	2022	Bilateral	●	●	●

\* Budgets indicated for regional projects apply for 6 EaP countries

Title	Total Budget	Start date	End date	Type of the Project	Areas of Intervention		
					A2F	BDS	BEE
PRAVO-JUSTICE: Support to Justice-related Reforms in Ukraine	€15,000,000	2016	2021	Bilateral			●
Strengthening the regulation and supervision of the non-bank financial market	€2,828,000	2017	2021	Bilateral			●
"EU Support to Ukraine to Re-launch the Economy (EU SURE) "EU SURE Technical Assistance Project"	€12,878,276	2016	2021	Bilateral		●	●
Support to the development of a Geographical Indications system in Ukraine	€3,448,975	2017	2021	Bilateral		●	●
Support to Agricultural and Food Policy Implementation	€5,692,450	2016	2021	Bilateral			●
Grant for the DCFTA Initiative East - Local Currency Solution Programme	€5,300,000	2018	2031	Regional	●		
EU4Business EBRD Credit line (EU Deep and Comprehensive Free Trade Area (DCFTA) Facility, EBRD DCFTA Programme)	€38,900,000	2017	2027	Regional	●	●	
EU4Business EBRD Credit line (SME Competitiveness Programme in Eastern Partnership)	€95,584,000	2019	2026	Regional	●		
EU4Business EBRD Credit line (EU Deep and Comprehensive Free Trade Area (DCFTA) Facility, EBRD DCFTA Programme)	€19,430,000	2016	2026	Regional		●	●
DCFTA SME Direct Finance Facility	€10,220,000	2014	2024	Regional	●	●	
Green for Growth - Extension to Neighbourhood East II	€6,157,151	2018	2040	Regional	●		
2018 NIP decision share - Green for Growth - Extension to Neighbourhood East II	€5,162,849	2018	2040	Regional	●		



Title	Total Budget <sup>1</sup>	Start date	End date	Type of the Project	Areas of Intervention		
					A2F	BDS	BEE
Promoting Green Lending in the Eastern Partnership	€42,855,000	2020	2040	Regional	●		
EU4Business - The EU Local Currency Partnership Initiative: the European Fund for Southeast Europe (EFSE)	€50,320,000	2018	2039	Regional	●		
Eastern Partnership SME Finance Facility - Phase II KfW	€5,200,000	2017	2032	Regional	●		
FINANCE AND TECHNOLOGY TRANSFER CENTRE FOR CLIMATE CHANGE (FINTECC) - EU4CLIMATE window	€15,400,000	2020	2027	Regional	●		
Eastern Partnership SME Finance Facility – Phase II EIB	€5,200,000	2017	2027	Regional	●		
EBRD Advice for Small Businesses, Team Europe EaP window	€14,976,000	2020	2026	Regional		●	
Mayors for Economic Growth 2 TA	€10,000,000	2020	2024	Regional		●	●
Eastern Partnership Trade Helpdesk	€3,700,000	2020	2024	Regional		●	
Structural Reform Facility: World Bank component	€1,500,000	2018	2023	Regional			●
Women in Business	€5,035,000	2015	2022	Regional	●	●	
Eastern Partnership SME Finance Facility – Phase II EBRD	€5,200,000	2016	2022	Regional	●		
EU4BUSINESS: Connecting Companies	€6,498,205	2020	2022	Regional		●	
Eastern Partnership: Ready to Trade - an EU4Business initiative	€6,000,000	2017	2021	Regional			●
EU4Business: From Policies to Action	€4,000,000	2017	2021	Regional			●
EU-EBRD Country-specific Investment Climate Reviews and Action Plans for Eastern partnership (EaP) countries.	€2,000,000	2018	2021	Regional			●

[WWW.EU4BUSINESS.ORG.UA](http://WWW.EU4BUSINESS.ORG.UA)