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Skopje • 5 October 2023



In cooperation with



BLENDING AND GUARANTEES

Overview of Active WBIF Programmes for Private Sector

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Overview of active WBIF programmes for private sector

The development of a robust private sector is essential for regional socio-economic development and integration, and to improve the region's competitiveness and job creation. The Economic and Investment Plan (EIP) for the Western Balkans focuses on the importance of supporting start-ups and micro-, small and medium-sized businesses as a means to this end and directs significant investments towards innovation and green growth.

To unlock the potential of the private sector, increased EU financing is made available through blending of grants and loans, and guarantees under the Western Balkans Guarantee Facility (EFSD+). This reinforces open, innovative, business friendly eco-systems based on a triple helix model of innovation.

EIP Policy priorities

In line with the EIP, the key EU policy priorities for the private sector development in the Western Balkans include:

- Green transition
- Sustainable agriculture
- Digital transition and innovation
- Trade and value chain innovation
- Financial inclusion
- Financial and financing diversification



The EU has helped MSMEs to meet the standards related to environmental protection, occupational health and safety, and product quality and safety, thereby enabling them to compete effectively in the EU market.

Key results Since 2009

€600m
EU funds for MSMEs in the Western Balkans

€6bn
total investment value

5,000
MSMEs supported

120,000
jobs created

14,000
young people hired or trained

30
start-ups supported through seed investments

1.3m MWh
p.a. savings in energy

400,000 t
CO₂ emissions reduced



Programme	Policy priority
Green for Growth Fund (GGF)	Green transition
Regional Energy Efficiency Programme (REEP)	Green transition
Green Finance for Inclusion	Green transition
WB EDIF Guarantee 4 SME Resilience	Financial inclusion
WB EDIF Guarantee Facility Youth	Financial inclusion
European Fund for Southeast Europe (EFSE)	Financial inclusion
Enterprise Expansion Fund (ENEF II)	Financial and financing diversification
Regional Competitiveness Programme	Trade and value chain innovation
Advice for Small Businesses	Multi -thematic
SME Go Green Programme	Sustainable Agriculture

Green for Growth Fund (GGF)

Albania, Bosnia and Herzegovina, Kosovo*, Montenegro, North Macedonia, Serbia

Start date:
2009

Total EU grant:
€76m



Status:
Under implementation

www.ggf.lu

Experience the force of change with the Green for Growth Fund (GGF), a pioneer in financing energy efficiency and renewable energy ventures undertaken by micro, small, and medium-sized enterprises (MSMEs) and households.

GGF empowers by providing funds through local financial institutions or direct investments into qualifying projects and companies.

The commitment doesn't stop at finance. The GGF Technical Assistance Facility is here to share know-how and technical expertise, ensuring the success of investments.

The Fund was launched in 2009 by the European Investment Bank (EIB) and the German Development Bank (KfW) with the backing of the German Federal Ministry for Economic Cooperation and Development (BMZ) and the European Commission (EC).

GGF currently operates in 19 markets, including the Western Balkans, and is dedicated to combatting climate change, promoting economic growth, and fostering a sustainable future.

Regional Energy Efficiency Programme (REEP)

Albania, Bosnia and Herzegovina, Kosovo, Montenegro, North Macedonia, Serbia

Start date:
2012

Total EU grant:
€182.6m



Status:
Under implementation

www.wbif.eu/reep
ebrdgeff.com
www.kfw.de/kfw.de-2.html

Embark on a journey towards energy efficiency and renewable energy with the Regional Energy Efficiency Programme (REEP) for the Western Balkans. As a catalyst for change, REEP finances transformative projects in both the public and private sectors.

REEP delivers debt financing to SMEs through local commercial banks, in partnership with EBRD and KfW. These funds fuel small-scale energy efficiency and renewable energy projects, bolstered by EU-funded advisory services and CO₂ emissions-based cash-back incentives.

REEP, through EBRD, extends direct loans to the corporate sector, enabling medium-scale energy efficiency and renewable energy improvements.

REEP was developed in 2012 by the EBRD, the KfW and the EU.

It is implemented jointly with the Energy Community Secretariat.

Green Finance for Inclusion

Albania, Bosnia and Herzegovina, Kosovo, Montenegro, North Macedonia, Serbia

Start date:
December 2022

Total WBIF grant:
€10m



Status:
Under preparation

Total Programme cost:
€100m

www.cdp.it

Unleash the potential of underserved micro, small, and medium-sized enterprises (MSMEs) across the Western Balkans with the Green Finance for Inclusion programme.

The support is particularly focused on empowering women- and youth-led MSMEs in the sectors of social entrepreneurship, sustainable agriculture, circular economy and eco-tourism.

Thanks to EU backing, eligible MSMEs can access loans with favourable conditions like:

- lower interest rates,
- reduced collateral requirements,
- longer maturities,
- a combination of all of the above.

WB EDIF Guarantee 4 SME Resilience

Albania, Bosnia and Herzegovina, Kosovo, Montenegro, North Macedonia, Serbia

Start date:
June 2022

Total guarantee coverage:
up to €60m



Status:
Under preparation

Estimated total investments:
circa €300m

The Guarantee4SME Resilience empowers micro, small and medium-sized enterprises (MSMEs) with improved access to affordable finance. By sharing the risks with commercial banks the guarantee is dedicated to supporting smaller SMEs, with a minimum 25% allocation to micro-businesses.

Thanks to EU backing, eligible MSMEs can access loans with favourable conditions like:

- lower interest rates,
- reduced collateral requirements,
- longer maturities,
- a combination of all of the above.

Launched in June 2022 in the wake of the COVID-19 pandemic and the ongoing energy crisis; this initiative aids MSMEs in bolstering their resilience while progressing towards a more sustainable, low-carbon economy.

https://www.eif.org/what_we_do/resources/wbedif/index.htm

WB EDIF Guarantee Facility Youth

Albania, Bosnia and Herzegovina, Kosovo

Start date:
2018

Total guarantee coverage:
up to €10m



Status:
Under implementation

Estimated total investments:
up to €85m

Micro, small, and medium-sized enterprises (MSMEs) that hire or train young people aged 15-30 can benefit from the Youth Employment Guarantee Facility. Backed by the EU, the Facility collaborates with local commercial banks in the Western Balkans to offer favourable loan conditions.

This Guarantee Facility was launched in December 2018 as part of the Western Balkans Enterprise Development and Innovation Facility (WB EDIF).

https://www.eif.org/what_we_do/resources/wbedif/index.htm

European Fund for Southeast Europe (EFSE)

Albania, Bosnia and Herzegovina, Kosovo, Montenegro, North Macedonia, Serbia

Start date:
2005

Total EU grant:
€101.5m



Status:
Under implementation

www.efse.lu

Discover opportunities with the European Fund for Southeast Europe (EFSE), a driving force for micro and small enterprises (MSEs), farmers and private households.

EFSE empowers through finance, offering microfinancing via local commercial banks, microfinance institutions, and non-bank entities. It's not only about funding. A dedicated Development Facility strengthens local financial intermediaries, fortifies financial sectors, and bolsters resilience.

The Entrepreneurship Academy partners with local incubators and accelerators, to provide training, resources, mentoring, networking opportunities, and more.

EFSE was initiated in 2005 by KfW Development Bank, supported by the German Federal Ministry for Economic Cooperation and Development (BMZ) and the European Commission (EC).

The EFSE mission is to ignite economic development and enhance lives in Southeast Europe and the Eastern Neighbourhood Region.

As a pioneering public-private partnership, EFSE pools resources for enduring impact.



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Enterprise Expansion Fund (ENEF II)

Albania, Bosnia and Herzegovina,
Kosovo, Montenegro, North
Macedonia, Serbia

Start date:
2021

Total EU grant:
€30m



Status:
Under implementation

<https://www.ebrd.com/work-with-us/projects/psd/52255.html>

The Enterprise Expansion Fund (ENEF) is an equity fund that catalyses the expansion of local small and medium-sized enterprises (SMEs) and high-potential mid-caps in the Western Balkans.

Focusing on providing equity, quasi-equity and debt financing, ENEF II provides the financial boost needed for small businesses to grow and expand. Launched in December 2021, supported by the European Commission, EBRD and other development finance institutions, up to €75 million is expected to be available.

ENEF II goes beyond financing, by providing extensive pre- and post-investment support. Success is more than numbers, so support is given to identifying and addressing Environmental, Social and Governance (ESG) risks and opportunities for businesses.

The journey began in 2014 with the launch of the Enterprise Expansion Fund (ENEF) under the Western Balkans Enterprise Development and Innovation Facility (WB EDIF), backed by an initial capital of €48.5 million.

Guided by the European Bank for Reconstruction and Development (EBRD), ENEF I successfully invested in 16 companies by July 2020.

Regional Competitiveness Programme

Albania, Bosnia and Herzegovina,
Kosovo, Montenegro, North
Macedonia, Serbia

Start date:
April 2019

Total WBIF grant:
€30m



Status:
Under implementation

web-sme-csp.com

Sharpen small and medium-sized enterprises' (SMEs) competitive edge with the SME Competitiveness Support Programme. This initiative empowers SMEs in the Western Balkans to excel in the EU market by meeting environmental protection, occupational health and safety, and product quality and safety standards.

The European Bank for Reconstruction and Development (EBRD) offers debt financing through local commercial banks for qualifying investments. These credit lines are boosted by a EU-funded advisory service ensuring businesses are well-equipped to meet stringent standards.

Cash-back incentives of up to 15%, await SMEs upon successful completion and verification of investments.

Advice for Small Businesses

Albania, Bosnia and Herzegovina,
Kosovo, Montenegro, North
Macedonia, Serbia

Start date:
2012

Total WBIF grant:
€15m



Status:
Under implementation

www.ebrd.com/small-business-support/advice-for-small-businesses.html

Empower small and medium-sized enterprises (SMEs) with the transformative Advice for Small Businesses initiative. It offers comprehensive advisory services spanning strategy and operations to quality management, financial reporting, energy efficiency and beyond.

The programme operates through a network of local consultants and international experts, accessing cutting-edge best practices. The mission is clear - equip small businesses in the Western Balkans with the tools to enhance their business performance and sharpen their competitive edge.

The European Bank for Reconstruction and Development (EBRD) pilots the Advice for Small Businesses Programme through the Western Balkans Enterprise Development and Innovation Facility (WB EDIF).

SME Go Green Programme

Albania, Bosnia and Herzegovina,
Kosovo, Montenegro, North
Macedonia, Serbia

Start date:
December 2022

Total WBIF grant:
€25m



Status:
Under preparation

Total Programme cost:
€145m

ebrd.com

Embrace green prosperity with the SME Go Green Programme, a trailblazing initiative led by the European Bank for Reconstruction and Development (EBRD). It focuses on enhancing the green and circular economy, agribusiness and competitiveness investments for small and medium-sized enterprises (SMEs) in the Western Balkans.

- At least 70% of total investments to green technologies
- 33% of total investments to agriculture and agribusiness value chains
- At least 25% of the investments to initiatives led by women

EBRD extends debt financing to SMEs through local commercial banks for qualifying investments. These credit lines are boosted by a EU-funded advisory service and cash-back incentives of up to 10% await SMEs upon successful completion and verification of investments.