



EU4Business

CITIZENS' SUMMARY 2020

THE REPUBLIC OF MOLDOVA



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EU4Business

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*



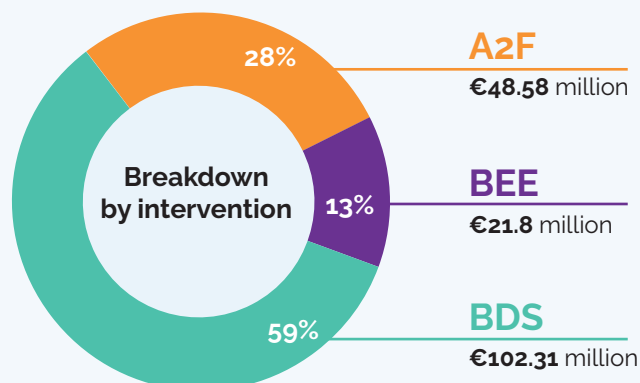
30 projects



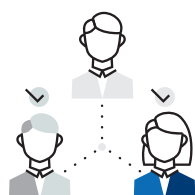
Total budget of EU support



€172.69
million

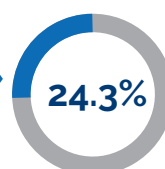


RESULTS IN FIGURES*



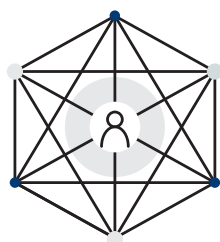
19,105

SMEs supported



women-owned

11,418
new jobs created

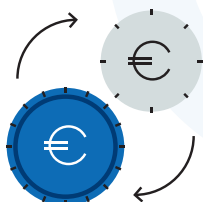


+26.78%

increase in staff
in EU-supported
SMEs

€-16.71

million
decline in income
generated due to
COVID-19 challenges



-2%

decline in SMEs'
turnover recorded
due to COVID-19
challenges

+2.4%

EU-supported
SMEs engaged
in exporting

-1.18%

decline in exports
of EU-supported
SMEs due to COVID-19
challenges

* data in 2020

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



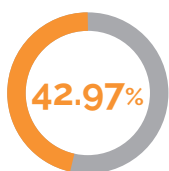
Business Enabling Environment (BEE):

- ➔ 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

142

SMEs received loans



to women-owned SMEs

€15.36

million

total value of loans

€108,188

average loan

6

partner financial institutions supported

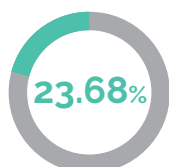


74

business support organisations improved their capacity

18,462

consultancy services delivered to SMEs



women-owned



51

laws, policies, regulations and procedures reformed

29

public-private dialogue events held

9

government institutions improved their capacity

SUCCESS STORIES

Moldova's Litterarum Lyceum invests in young generation

Gheorghe Avornic, founder of Litterarum Lyceum, benefited from a loan with grant elements from the EU4Business-EBRD Credit Line through Victoriabank that awarded it a 15% cashback. This financial opportunity let him rehabilitate the school building, taking down the old soviet roof and adding another storey. They changed all the windows and restored all the networks.

[Read full story](#)



Women in Moldova get a really "sweet" deal from the EU

Adela Zastavnetchi was inspired by a trip to Italy and got a new business idea of making artisanal ice cream. The Zastavnetschis family received a generous grant from the EU4Business Women in Business Programme to buy ice cream-making equipment, and equipment for cooling and freezing.

[Read full story](#)

Moldova's tourism jump-starts with unusual new projects

Larisa Ambrosii laid the foundations of a sustainable business in rural tourism. She built 12 authentic yurts, where visitors to Moldova can learn about Central Asian history and culture. The business venture was supported by the EU through PARE 1+1 as part of the EU4Business Initiative. A €12,000 grant allowed Ambrosii to build the yurts and buy kitchen utensils.

[Read full story](#)



A family business in Moldova bears fruit

Natalia and Denis Trifaila have been able to successfully scale up their horticulture and fruit tree production company with the help of specialised financial products for agricultural businesses by the EU and EFSE, leasing equipment to support their company's growth and ensure a rich harvest. They hired 50 seasonal employees and plant 51 hectares of orchard.

[Read full story](#)



EU4Business-EBRD credit line helps Moldovan honey-maker compete

Nicanor Negru scaled up his honey-making business Regina Naturii to new heights with the EU4Business-EBRD Credit Line loan (with up to 15% cashback). The EU also supported his company in establishing a recognised brand identity, smart packaging, and a catchy web design to boost sales.

[Read full story](#)



Sacose.md makes eco bags after single-use ban in Moldova

Denis Corabliov and his eco bag-making business Sacose.md obtained a grant under the EU4Business-EBRD Credit Line and bought an automated production line. This helped him diversify his offerings. In the middle of the pandemic, they started producing protective masks and gowns due to its high production capacity, and exporting to countries like France and Italy.

[Read full story](#)



Find out more:

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