



Donor Inputs

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European Bank
for Reconstruction and Development



TurnAround Management &
Business Advisory Services
Programme Team

Introduction

- TAM/BAS Programme operates via:
 - 15 staff in HQ
 - 27 TTCCs (TAM)
 - 99 field staff (BAS)
- € 176 million of total funding raised since 1993
 - TAM: € 96.5 million
 - BAS: € 75.1 million (donors) + 4.7 million (EBRD)





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Priorities of the Bank and Donors

- Donor strategies have generally fitted closely with EBRD strategies and priorities
- Donor and Bank consistent future strategy is development of private sector SMEs in ETCs and Western Balkans with emphasis on the less developed regions of individual countries
- Clear Donor and Bank discrepancies for **Russia, Ukraine, Belarus and Turkmenistan**



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Funding Challenges

- Seek ideal funding arrangements for efficient planning and disposition of resources:

Framework Contribution Agreements, extending over a minimum three-year period of implementation, and untied as to nationality of TAM advisory teams

- Obtain funding for **Russia and Ukraine**
- Develop new approaches to:

National Governments (presently in Albania and Bosnia & Herzegovina)
Instrument for Pre Accession (IPA) in Western Balkans
EU Neighbourhood Programmes
EU Delegations in Central Asia



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Donor Inputs

- **Donor Participation in TAM/BAS Annual Workshop**
- **Donor strategic inputs** based on own individual interests in context of overall Programme

Expected Results:

- **Stronger strategic focus** for the Programme as a whole
- **Improved Donor coordination** - individual Donor priorities clear to all other Donors, assisting decision making for individual Donors and leading to joint funding for specific programmes



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Review Meetings in the Field

- Donors will be invited to regular TAM/BAS review meetings, chaired by the TAM/BAS Director, held in each region
- Donors would be fully informed on progress, could visit enterprises and business groups, and so gain a deeper understanding of the business and social environments in the region
- Proposal is based on the success of the current regular, formal Steering Committee meetings, held with EAR Donors and all relevant stakeholders twice a year - chaired by the London TAM/BAS Director
- Similar meetings with bilateral Donors could include representatives of government or other interested institutions