



**WESTERN BALKANS
ENTERPRISE
DEVELOPMENT AND
INNOVATION FACILITY
2012-2019**



WHAT IS THE WB EDIF?

Small and Medium-Sized Enterprises (SMEs) are the backbone of the Western Balkan economies and they play a key role in economic convergence and EU accession. As in most transition economies, local SMEs suffer from low competitiveness, difficult access to finance, lack of skills, poor integration in global supply chains and often deficient ecosystems.

The Western Balkans Enterprise Development and Innovation Facility (WB EDIF) is a 2012 initiative of the EU, whereby partner financial institutions and beneficiary governments seek to address these challenges through a coordination of efforts and focus on:

- Policy reforms in accordance with EU acquis and best international practices;
- Provision of equity finance for early stage and mature SMEs;
- Provision of debt finance to local financial intermediaries through guarantees and incentives;
- Dedicated advisory services to improve sales, productivity, employment and financial literacy, and enhance the emergence and growth of innovative and high-potential SMEs in the region.

WB EDIF's regional approach and beneficiaries' involvement promote the sharing of experience and collaboration in finding solutions to common challenges, boost regional economic integration and scale up businesses.

WB EDIF: THE PLATFORM APPROACH



ACHIEVED RESULTS¹

€170M EU FUNDS RESULTING IN

€818M INVESTMENTS

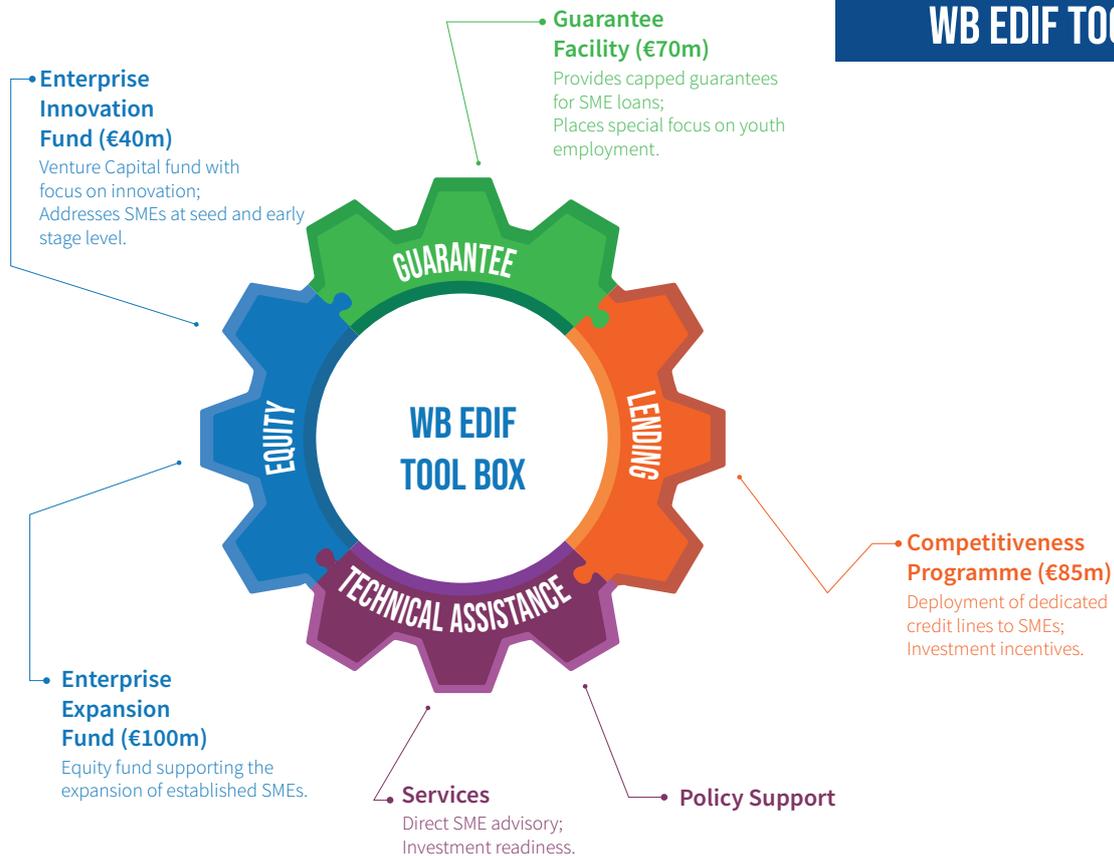
4022 SMEs SUPPORTED

78032 JOBS SUSTAINED

¹As of December 2018. SMEs and jobs supported include the estimates under the support services programmes.

²Phasing out.

* This designation is without prejudice to positions on status, and is in line with UNSCR 1244/1999 and the ICJ Opinion on the Kosovo declaration of independence.



The strength of WB EDIF lies in its four complementary components: three for financial needs and one technical assistance element.

The Equity component includes two investment funds for early stage innovative SMEs and established SMEs looking for growth.

The Guarantee component supports

local banks in developing their SME business with risk sharing in order to reduce the cost of loans.

The Lending component provides funds to local banks for on-lending with incentives to SMEs.

The Technical Assistance component delivers policy and advisory services to support entrepreneurial capacity

and boost the business ecosystem.

The programmes and instruments made available under the platform have proved their efficiency and are now progressing into their second phase. WB EDIF is adapting its toolbox to the challenges in the region: youth employment; support for start-ups; brain drain; bring research, innovation and industry together.

SME IN FOCUS: KOSHI GROUP L.L.C, KOSOVO

Koshi Group L.L.C. is a Prizren-based manufacturer of carbon fibre components, led by Shkamb Koshi, a young entrepreneur with over 10 years of experience in the automotive industry, which he gained in Italy. Although Koshi's key business area is the automotive sector, the company is expanding its manufacturing to target medical and fashion industries with materials made from Kevlar, honeycomb. Today, the company exports all its products to EU markets and its client portfolio includes prestigious companies, such as Fiat, Abarth, Alfa Romeo, Ferrari and Porsche.

Since its launch, Koshi has demonstrated a track record in increasing turnover year-to-year, capping at €65,000 in the first year and reaching

€727,973 in its fourth year of operation. Building on these revenue increases, coupled with an increasing demand, Koshi devised a plan to boost its production capacity and offer better working conditions to its employees.

In 2018, the company received advisory support under the WB EDIF framework for the design of a new production plant in line with EU standards, which included everything from creating an architectural plan to detailing the associated investment costs. As a result of the project, the company was granted a construction permit from the Municipality of Prizren. Going forward, management is considering receiving further advisory support for the implementation of a quality management system based on ISO.



WB EDIF PARTNERS AND INVESTORS



For more information about the possibilities WB EDIF may open for your company, please visit:
<http://www.wbedif.eu>



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