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Sida

FIRMA
Project BiH

QBFC (*Qualified Business Finance Consultants*) Program

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17-19 May 2011
Budapest

QBFC program

Qualified Business Financial Consultants - QBFC

- QBFC Program - Access to finance support to SME's
- Direct goal is to support SME's obtain finance
- Certification of financial consultants by FIRMA
- Providing services in the whole of B&H during the FIRMA project lifetime
- Support to SME consulting services development
- QBFC's act independently or through VCFs (development agencies)



- Wood industry
- Light Metal Industry
- Tourism

QBFC program

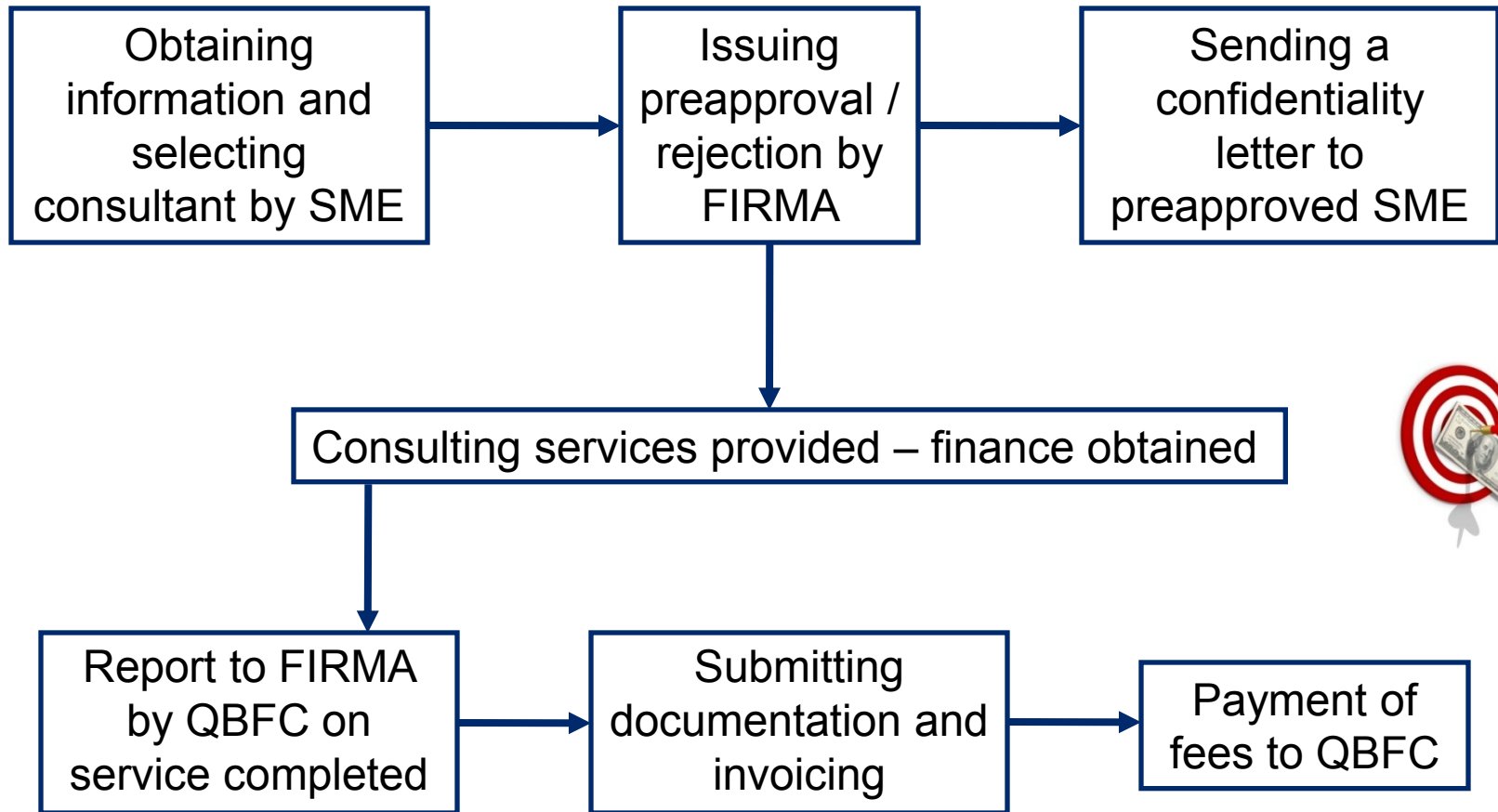
Consulting Services Provided

- Consultations and recommendations
- Developing financial plans and projections
- Preparation of applications and documentation for obtaining finance
- Preparing cash flow projections and projections of BS and P/L
- Developing a business plan and investment plan
- Recommending the most adequate financial source
- Supporting communication with financial institutions



QBFC program

QBFC Program Procedures



QBFC program

Current Results of QBFC Program

- 29 certified QBFC's.



Sector	Total Engagements		Loans Approved	
	# Companies	Amount USD	# Companies	Amount USD
Metal	19	10.866.296	6	990.370
Wood	11	12.022.222	4	2.592.593
Tourism	6	5.811.111	3	255.556
Total	36	28.699.630	13	3.838.519

- Target for 2011:
 - 100 companies supported by the program.
- Target by the end of the project:
 - 400 companies supported by the program.

QBFC program

Contacts

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