

EBRD ASB IA

Hospitality Advisory & Consulting

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European Bank
for Reconstruction and Development

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About EBRD ASB IA Hospitality Advisory & Consulting



- ✓ The EBRD IA Team understand hotels and restaurants as a business, looking at the big picture beyond the daily operations.
- ✓ Come to appreciate a candid and refreshing approach to the identification of opportunities, from an operating and owning perspective.

EBRD ASB IA Hospitality Advisory & Consulting Team

Our EBRD IA Team-Coordinator, Senior International Advisors and Experts, are all accomplished management professionals with up to 15 years of experience with leading global hospitality brands and management companies



The bank's "Advice for Small Businesses" (IA) team helps small and medium-sized businesses, such as hotels, resorts, serviced apartments and restaurants, to grow and become genuine catalysts for their local economies by providing them with access to local and international experts.

The EBRD IA Team can share with you their wealth of expertise!

How may we help you? (Use username/password: EBRD)

Pre-Opening Advisory for Greenfield & Brownfield Hotels

Introduction to Industry Best-Practice of Hotels & Restaurants

Creating Credible Hotels or Restaurants

Asset-Management & RICS Valuation

Marketing, Revenue Management & Distribution, and Sales

Best Practice Excellence in Food & Beverage

Best Practice Excellence in Spa & Wellness

An successfully completed EBRD ASB IA Hospitality Advisory & Consulting Project

Click [here](#) (use password EBRD) to play a video testimonial from the Owners of BERD'S, a lifestyle venue in **Chisinau, Moldova**, which we served throughout 03-12 in 2018.



The project has resulted in streamlined hotel operations which showed an **increase in gross operating profit (Year-on-Year) over 90%** upon completion of the project.

Eligibility Criteria for EBRD ASB IA Hospitality Advisory & Consulting



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The business must be an autonomous Small to Medium-sized Enterprise, with an adequate degree of leverage.

Majority privately and locally owned and less than 50% foreign ownership, or government-owned with a commitment to privatise.

Turnover from € 1 up to € 50 million and Balance Sheet Assets up to € 43 million.

Between 100 – 250 employees, maximum 500.

The CEO of the company must be committed to best industry practice, and willing to share the cost of an EBRD sponsored project.

The business must be in operation by a minimum of 2 years, is already commercially viable, has a sound business module, a strong market positioning and a strong potential for growing further, also through foreign export.

The company may pose no significant environmental hazard.

Industries which cannot be considered: Banking and financial services, military products or services, gambling, tobacco and/or hard-liquor.

We expect the companies we work with to abide by high standards of integrity. We do not work with businesses that have/had legal proceedings.

How to apply for EBRD ASB IA Hospitality Advisory & Consulting?

Business advise in your country

With the support of our donors, the EBRD ASB IA Team provides business advice to small and medium-sized enterprises in over 30 countries across southern and eastern Europe, North Africa and Central Asia.

Find out the contact details per country by visiting the EBRD dedicated country page on ebrd.com

