



Firm's References

Relevant services carried out over the last five years that illustrate the firm's capability

(to be prepared by each firm in a consortium)

Assignment title: **Study on Potential of Agricultural Finance in Ukraine**
Country of assignment: Ukraine Location within country: Kiev

Name of client: Business & Finance Consulting

Address of Client: Switzerland, CH-8048 Zürich, Max-Högger Strasse 6

Client Reference contact: -

Start Date: June 2011

Contracted completion date: February/2012

Actual or estimated completion date (if on-going): finished

Value of services: 10 535 US\$

Total number of expert months : 8 months

Name of associate consultant(s): -

Number of staff months of experts provided by associated consultant(s): -

Description of actual services provided by your firm:

- to assess the features of relevant regulations for the financial sector (banks, credit unions, insurance and leasing companies) and to outline their main bottlenecks with regard to agricultural finance;
- to define the demand-supply gap (market gap) for financial services, providing an estimation on the volume and describing the characteristics of the unmet demand for financial services;
- to define and explain the main challenges for agricultural finance in Ukraine (addressing the financial market, agricultural sector, legal framework, government actions as well as perception and capabilities of the relevant stakeholders);
- to screen the market for successful examples (“flagship” products) of agricultural finance products existing in Ukraine (if not, find success examples in other countries with a comparable regulatory framework) and present an analysis of their success factors.
- Ukrainian agri-food sector review
- Survey and focus groups coordination
- Team work coordination and preparing the interim and final draft of the study

Number of experts: 2

Number of expert months: 6

Name of Project Director/Team Leader/Lead Expert: Dr. Heinz Strubenhoff

The above information was prepared on 16/02/2012

Firm's name : MRP-EURASIA (Office in Ukraine)

Authorised representative of firm: _____ 16.02.2012
signature date

Ms. Ganna Shevchenka

name in full