



USAID'S FUTURE GROWTH INITIATIVE ANNUAL REPORT

Y3: OCTOBER 1, 2021 – SEPTEMBER 30, 2022

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USAID'S FUTURE GROWTH INITIATIVE

Annual Report

Y3: OCTOBER 1, 2021 – SEPTEMBER 30, 2022

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ACRONYMS AND ABBREVIATIONS

ADB	Asian Development Bank
AmCham	American Chamber of Commerce
BEE	Business Enabling Environment
CIS	Commonwealth of Independent States
CLDP	Commercial Law Development Program
COP	Chief of Party
DCOP	Deputy Chief of Party
DECA	Digital Ecosystem Country Assessment
E4	Enterprises, Employment, and Enabling Environment
EBRD	European Bank for Reconstruction and Development
ERP	Enterprise Resource Planning
ESG	Environmental, Social, and Governance
FGI	Future Growth Initiative
GDP	Gross Domestic Product
ICT	Information & Communications Technologies
IDIQ	Indefinite Deliverable, Indefinite Quantity
IFRS	International Financial Reporting Standards
ISMS	Information Security Management System
JCA	Jacobs, Cordova, and Associates
KG	Kyrgyzstan
KZ	Kazakhstan
LLC	Limited Liability Company
LOA	Letter of Authorization
MDF	Market Development Fund
MEL	Monitoring, Evaluation, and Learning
NGO	Non-Government Organization
Palladium HQ	Palladium Headquarters
SME	Small and Medium Enterprise
SMM	Social Media Marketing
SOW	Scope of Work
TJ	Tajikistan
TM	Turkmenistan
UN WFP	United Nations World Food Program
UNDP	United Nations Development Program
USAID	US Agency for International Development

PROJECT OVERVIEW

Program Name:	USAID's Future Growth Initiative
Activity Start Date and End Date:	10/01/2019-09/30/2024
Name of Prime Implementing Partner:	Palladium International LLC
Contract Number:	72011519D00001-72011519F00008
Name of Subcontractors/Subawardees:	Jacobs, Cordova, and Associates; Economist Intelligence Unit
Geographic Coverage (cities and or countries)	Kazakhstan, Kyrgyzstan, Uzbekistan, Turkmenistan, Tajikistan
Reporting Period:	October 1, 2021 – September 30, 2022

EXECUTIVE SUMMARY

The third annual report for USAID’s Future Growth Initiative (USAID/FGI) project, which covers the period from October 1, 2021, through September 30, 2022, provides an overview of the project’s activities and achievements over the past year, including those that have taken place in Quarter 4 of this fiscal year.

In Year 3, USAID/FGI continued supporting the Central Asia region in building the economy of the future by assisting women-owned businesses, young entrepreneurs, anchor firms, and other cross-cutting organizations found in the start-up and e-commerce ecosystems. USAID/FGI’s activities focused on attracting investment, increasing sales, and improving/modernizing the business enabling environment.

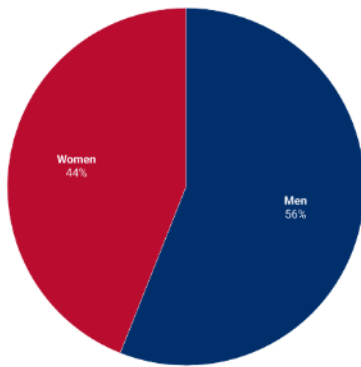
During the reporting period, USAID/FGI successfully used an anchor firm partnership model to increase competitiveness and employment in the ICT, Tourism, Light Manufacturing, and Food and Beverage target sectors. These partnerships were strengthened and complemented by policy reform efforts in collaboration with government stakeholders.

This past year, USAID/FGI continued establishing strong private sector partnerships across various target sectors in all five Central Asian countries with the aim of highlighting and expanding regional market and supply chain opportunities, achieving economies-of-scale in markets and interventions, and sharing knowledge.

Finally, USAID/FGI worked with private sector partners and other stakeholders to adapt to the widespread and ongoing economic changes induced by the COVID-19 pandemic. USAID/FGI helped small and medium enterprises (SMEs) sustain and tailor their business strategies to new economic realities.

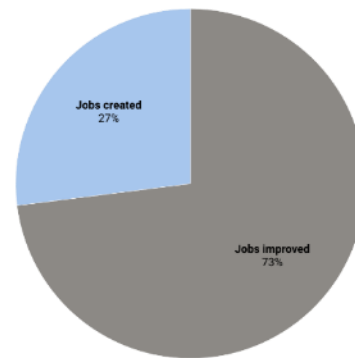
No	INDICATORS	OVERALL LOA TARGETS	ACHIEVED
1	NEW / IMPROVED JOBS	20,000	15,560
2	NEW INVESTMENT AND FINANCING MOBILIZED	\$50,000,000	\$77,408,981
3	SALES INCREASE	18%	141%
4	CBLD-9 (IMPROVEMENT OF BUSINESS PERFORMANCE)	80%	92%
5	PRIVATE SECTOR LEAD FIRM AND SECTOR ALLIANCES FACILITATED	30	160
6	CO-FUNDING/ CO-INVESTMENT MOBILIZED FROM PARTNERS	\$4,000,000	\$3,743,219
7	TRAINEES	5,000	10,482
8	TRAINING PERSON-HOURS	50,000	155,186.50
9	COMPETITIVENESS AND PPD EVENTS	55	935
10	NUMBER OF COMMERCE LAWS AND REGULATIONS SIMPLIFIED AND IMPLEMENTED	10	15
11	NUMBER OF PARTICIPANTS ATTENDING MEETINGS ON REGIONAL TRADE FACILITATION	15	92
12	PARTICIPANTS OF GOVERNMENT OFFICIALS AT FGI’S EVENTS	15	305

Jobs Improved/Created



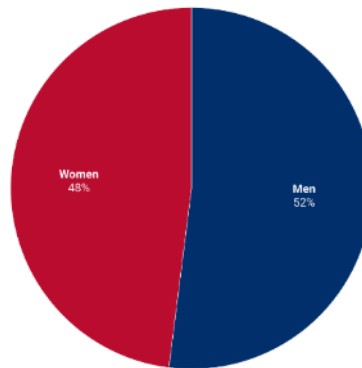
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Jobs Improved/Created



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Number of Trainees



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Milestones from the reporting period include:

- USAID/FGI in Turkmenistan, in partnership with the local company “Orlan”, successfully completed the **“Handmade Exports 2021” (HME)** start-up incubator program. Over the 10-month program, HME’s 24 participants underwent 250 hours of rigorous workshops and consultative sessions on e-commerce. As a result, 16 program participants opened their own individual eBay stores. A total of 190 products worth over \$24,000 are listed on eBay and primarily target North American buyers. In April 2022, USAID/FGI launched the second round of the HME program to continue supporting e-commerce entrepreneurship among artisans and to increase domestic and international sales of Turkmen handicrafts. In total, 20 people, 18 of whom are women, signed up for the project.
- USAID/FGI provided technical support to the Uzbekistan National Venture Capital Fund (UzVCF) under the Ministry of Innovation of Uzbekistan to create a **joint public-private venture fund** to facilitate start-up investments. UzVCF competitively selected the UK-based fund Sturgeon Capital to launch and manage the fund. TASS Vision became the first start-up in Uzbekistan selected to receive \$100,000 in funding from the UzVC National Venture Fund and the British company Sturgeon Capital.
- USAID/FGI helped **Textile Trans LLC** become the first company in the Kyrgyz Republic’s light manufacturing industry to place bonds on the stock exchange. The sale of bonds is expected to attract 100 million Kyrgyz Soms (approximately \$1.18 million dollars) in investments. The company plans to use the new funds to finance the construction of a cotton ginning plant with an annual production capacity of 12,000 tons of fiber. The new plant will create 300 jobs and increase the company’s export sales by 20 percent. By the end of Y3, Textile Trans sold 15.3 million KGS of bonds.

- USAID/FGI-supported program **Tumaris.Tech** in Uzbekistan, gained international recognition in the “Capacity Building” category at the World Summit on the Information Society Forum 2022 in Geneva, Switzerland. Within the two short years since its launch, Tumaris.Tech has achieved results by developing 30 tech start-ups and providing IT training for over 200 young women. The project is currently expanding across the region, engaging women from Kazakhstan, Kyrgyzstan, Turkmenistan, and Tajikistan in its programs.
- USAID/FGI helped the leading meat processing company **Kazbeef** in Kazakhstan successfully meet the required standards and become the first company in Kazakhstan to be Global G.A.P. certified. The certification leads to stronger consumer confidence in product quality, which translates to increased sales.
- USAID/FGI has partnered with the International Trade Center to create the **eBay Central Asia Hub**. USAID/FGI trained a total of 19 companies from Kazakhstan, the Kyrgyz Republic, Tajikistan, Turkmenistan, and Uzbekistan to set up their online stores on the Hub. Half of the companies opened online stores and made their first international sales. Three cohorts of Central Asian businesses have received one-on-one tailored support to clarify their positioning on international markets and review products and pricing.
- USAID/FGI provided technical assistance to **the Union for the Development of the Private Sector of Tajikistan** to develop a standard size range for schoolchildren’s clothing in Tajikistan based on best practices, including the development of methods to unify measurements and technological indicators. As a result, the Agency for Standardization, Metrology, Certification, and Trade Inspection, under the Government of the Republic of Tajikistan, on June 7, 2022, approved and adopted developed size range standard (SRS), the methodology of unified measurements for schoolchildren's clothing.
- USAID/FGI supported the participation of Central Asian IT companies in the first **Central Asian-American IT Forum**, which took place on September 13, 2022, in New York, USA. The event brought together 120 people. An 8-day forum inspired its attendees to create, innovate, and promote IT products internationally as well as build partnerships with interested parties, increase exports, and attract investors and partners to the region. At least 8 Central Asian IT companies succeeded in building partnerships with American companies.

PROGRAM OVERVIEW

USAID’s Future Growth Initiative (USAID/FGI) is a 5-year, \$18 million broad-reaching activity designed to spur productive economic activity and job creation across Central Asia in Kazakhstan, Kyrgyzstan, Tajikistan, Turkmenistan, and Uzbekistan. USAID/FGI is the first Task Order under the Enterprises, Employment, and Enabling Environment (E4) Indefinite Deliverable, Indefinite Quantity (IDIQ), a 7-year single award IDIQ with a ceiling of \$38 million.

The overarching objectives of the USAID/FGI project include generating 20,000 new and improved jobs, facilitating \$50M in financing and investment, and boosting sales of assisted firms by 30 percent. The USAID/FGI activity achieves these targets by taking a market systems approach to bolster growth in key economic sectors. Working on strong private sector partnerships with lead firms (vertical partnerships) and with multiple organizations across target sectors (horizontal partnerships), USAID/FGI tackles the constraints to growth in target sectors by engaging key institutional and government stakeholders to develop solutions. USAID/FGI transforms market systems in ways that help high-potential firms, leading organizations and sectors grow. USAID/FGI fosters market linkages by matching demand for workforce skills with trainings offered to youth and women, while linking entrepreneurs to high-growth markets. In addition, USAID/FGI builds more business and worker-friendly policy environments and institutions to sustain private sector-driven growth. Furthermore, the project works to address legal and regulatory constraints if they are determined to be significant inhibitors of firm growth.

Target Sectors: Information & Communications Technologies (ICT), Light Manufacturing (Apparel/Garments/Textiles), Tourism, and Food Processing and Beverages. The project is structured with three integrated Components focused on specific results:

Component 1: Enterprises – Fostering competitive industries through expanding to new target markets (regionally or globally) to increase sales, exports, and attract local and international investments.

Component 2: Employment – Developing a capable workforce, promoting entrepreneurship, creating new jobs, and improving existing jobs through targeted trainings, including those for globally-recognized certifications when required for exports.

Component 3: Enabling Environment – Creating conditions for jobs and investments through driving policy change by encouraging public-private dialogue, sound analysis, and best global practices.

Regionalization: Initiating a regional dialogue between business and organizations to launch cross-country business opportunities and joint promotions in global target markets.

The project also pursues a set of cross-cutting themes essential to generating sustainable positive impact. These include the integration of gender, youth, and overall social inclusion in project activities. The project also catalyzes local partnerships and cooperation, builds new business relationships with firms that can introduce US technology and innovation, and focuses on ensuring that all interventions are results-oriented and provide strong value-for-money. USAID/FGI supports high-quality communications, outreach, ongoing monitoring, evaluation, learning, and reporting of project results.

BUILDING THE CENTRAL ASIAN ECONOMY OF THE FUTURE

USAID/FGI supports the building of Central Asia’s economy of the future by assisting women-owned businesses, young entrepreneurs, anchor firms, and organizations in the cross-cutting areas of the start-up and e-commerce ecosystems. This support also focuses on attracting investment, increasing sales, and improving/modernizing the business-enabling environment.

KEY STRATEGIC THEMES:

- **Start-up Ecosystem and Entrepreneurship**

USAID/FGI works to develop the Central Asia ecosystem by identifying leading start-ups, linking them to international accelerator and funding programs, and enhancing individual country mentorships, angel investment networks, and VC funds. USAID/FGI supports start-ups due to their high potential to play a significant role in economic growth and bring innovations and competitive dynamics to the regional business environment.

- **E-commerce Ecosystem and Digital Transformation**

In Central Asia, more and more businesses are developing innovative business models based on digital transformation. USAID/FGI works with manufacturers, who are adopting digital tools and implementing digital technologies to maximize sales and profits, and retailers, who are developing omnichannel experiences for their customers. In addition, USAID/FGI brings advanced knowledge of e-commerce possibilities to the region by inviting leading multinational companies to share their experiences and the potential of digital transformation in commerce.

- **Investment Facilitation and Access to Finance**

USAID/FGI pursues complementary activities that support anchor firm alliances, broad business growth, and the overall competitiveness of the business ecosystem in Central Asia. USAID/FGI is focused on promoting investment linkages between investors (domestic, regional, and international) and Central Asian firms with the aim to expand product offerings in target sectors.

USAID/FGI is in the process of building an ambitious and healthy pipeline of investments in the whole region, with a focus on anchor partners and alliances supported by USAID/FGI and other prospective clients that have a dynamic market presence and product line.

- **Business Linkages and Market Expansion**

USAID/FGI has managed to establish effective relationships with suppliers, producers, and retailers, which will help build market linkages within the whole regional supply chain. In addition, USAID/FGI will connect similar companies to share experiences and provide relevant training in corporate social responsibility, quality management, growth strategies, digital transformation, and others. Anchor firms consistently update their business processes to demonstrate their ability to provide products and services that meet regulatory requirements and improve customer satisfaction. USAID/FGI helps several companies achieve an ISO quality management certification, which will enhance business operations, meet existing market requirements, and enable expansion to new markets.

- **Business Enabling Environment (BEE)**

USAID/FGI improves the business environment in Central Asia by reducing barriers to competition, strengthening legal frameworks, and promoting transparent business practices. USAID/FGI cultivates business climates that enable economic growth. USAID/FGI partners with host-country stakeholders, streamlines business procedures, encourages operational transparency, and increases competition. The BEE component on USAID/FGI focuses on improving business regulations to decrease transaction costs, strengthen investment, and help businesses succeed by increasing the ease of doing business.

TECHNICAL ACTIVITIES

COMPONENT 1: INCREASE COMPETITIVENESS OF NON-FARM ENTERPRISES & COMPONENT 2: SUPPORT DEVELOPMENT OF SKILLED WORKFORCE

USAID/FGI takes a partnership-based approach to increasing competitiveness and job creation in the target sectors: IT, Tourism, Light Manufacturing, and Food and Beverages. Most activities happen through anchor firm and anchor organization alliances. These alliances increase competitiveness and expand opportunities for anchor firms, supplier networks, distributors, and service providers. This creates demand for employment, establishes opportunities for SMEs, and increases sales, exports, and investments. USAID/FGI works with training centers, business development service providers, and other employment institutions to improve their curriculum and strengthen private sector and regional linkages.



START-UP ECOSYSTEM AND ENTREPRENEURSHIP

- **Overall Approach**

In partnership with anchor firms, USAID/FGI supports young entrepreneurs and SME businesses by identifying and removing constraints, strengthening competitiveness, spurring economic activity, increasing incomes, and generating new jobs. For example, USAID/FGI designed trainings and hosted open discussions to create sustainable new businesses. In addition, USAID/FGI initiated Training-of-Trainers programs and linked local entrepreneurs, including youth and women entrepreneurs with local and international experts.

- **Firm-level activities**

In **Kazakhstan**, USAID/FGI jointly with MOST Ventures Fund, the European Bank for Reconstruction and Development, and Freedom Holding Corporation hosted the **Central Asian Venture Forum** in Almaty on June 9, 2022. The event brought more than 800 business angels, venture investors, start-up leaders, and other interested stakeholders together to discuss ongoing challenges and opportunities for the development of a venture funding ecosystem in Central Asia. International experts shared additional global experience and perspectives on building a regional venture community. The most promising start-ups and business angels received awards.



Figure 1. The Central Asian Venture Forum, Almaty, June 9, 2022.

USAID/FGI partnered with the Ministry of National Economy of Kazakhstan, the National Chamber of Entrepreneurs, the Center for the Development of Women’s Entrepreneurship, and



Figure 2. Participants of the training on the “Creation of Women Cooperatives”, June 1, 2022

the microfinance organization Arnur Credit to host trainings on May 31 and June 1, 2022. Over 150 women benefited from trainings on the role, structure, and principles of cooperatives. USAID/FGI organized a study tour for Kazakh women activists to Kyrgyzstan with the aim of creating mentorship opportunities between women of Kazakhstan and experienced cooperative members of Kyrgyzstan.

The study tour enabled women-entrepreneurs to understand how to develop guest houses and yurt camps in Kazakhstan similarly to the ones in Kyrgyzstan. Ainur Imanbekova, the President of the Cooperatives Union of Kyrgyzstan, provided a ToT for study tour participants and developed a master set of introductory training materials.

"We are thankful to USAID/FGI for organizing this study tour to see how people in the neighboring country can cooperate in the rural areas to create jobs and generate income," said Assem Kalman, Kazakhstan.

In August 2022, MOST, the first private business incubator in Kazakhstan and Central Asia, started a project that educates private investors in Central Asia on mechanisms to address issues around raising funding for start-ups. The expected results include the creation of the Association of Business Angels of Central Asia, launching of the School of Business Angels and Club of Business Angels, and hosting the Central Asia Venture Forum 2023.

In Tajikistan, USAID/FGI, jointly with the State Business Incubator and UNDP, launched the **Tajikistan Venture Capital School**. The school is a series of educational lectures on the main topics and concepts of business angel and venture capital investments. During the courses, experienced business angels and investment teams share their experience on the venture and angel investment market. The program aims to grow promising start-ups as well as help potential investors identify new investment opportunities.



Figure 3. Participants of the “Business Accelerator for Women and Youth”, September 23, 2022, Tajikistan.

USAID/FGI initiated a new women start-up support program. It partnered with the National Association of Business Women of Tajikistan to launch a new project **“Business Accelerator for Women and Youth”**. The primary goal of the project is to provide support to promising women and youth entrepreneurs interested in growing their existing businesses and expanding into new markets.

During the reporting period, 110 participants completed a 5-day “Develop your Business Ideas” training. Afterwards, 60 of them were selected to proceed to the next stage “Build” where they received more in-depth business trainings, developed business plans, and received individual business advice. Finally, as a result of active participation in the “Build” stage, the 30 best participants moved to the next stage “Grow,” where, with support from the experienced mentors, they finalized their business plans. It is expected that all 30 participants will be able to attract financing and implement their business plans.

USAID/FGI continued to support two tourist companies **Javohir Tour** and **Panjakent Intour in Tajikistan**. These companies in turn support and develop long term relationships with local

entrepreneurs, providing the entrepreneurs a stable source of income. USAID/FGI's support gives impetus for the development of the sector in post COVID times and creates new opportunities for local communities, and people in mountainous regions. Over **307 guides**, guesthouse owners, and other community representatives involved in tourism were trained by these two companies.

In **Turkmenistan**, USAID/FGI, in partnership with the local company Orlan, completed the first round of the "**Handmade Exports 2021**" (HME) start-up incubator program. Over the 10-month program, HME Round One's 24 participants underwent 250 hours of rigorous workshops and consultative sessions. As a result of HME Round One, 16 program participants opened their own individual eBay stores in November 2021. A total of 190 products worth over \$24,000 got listed on eBay, primarily targeting North American buyers.

In April 2022, USAID/FGI and Orlan launched the HME Round Two. In total, 20 people, 18 of whom are women, signed up for the project. These participants underwent trainings on social media marketing, business model innovation, photography, and storytelling and participated in international e-commerce expert - Fabian Stächelin's eBay workshops, which taught them how to open an eBay account, list products on eBay, and open a Payoneer account to receive payment from customers. As a result, 7 participants opened stores on eBay and listed over 80 Turkmen handicrafts for sale.

USAID/FGI in **Uzbekistan**, in cooperation with the National Venture Capital Fund (UzVC), organized Fund Management master classes for Central Asia on November 2-4, 2021, to discuss important topics in venture capital, such as barriers to the development of a venture capital ecosystem in Uzbekistan and possible solutions. During the event, representatives of well-known international venture capital funds, such as 500 Global (USA), EBRD Venture Capital (UK), Quest Ventures (Singapore), Sturgeon Capital (UK), BVCA (Europe), Vitosha Venture Partners (Europe), and Start-upscale360 (UAE), shared their experience on investing in start-ups and building a start-up community and business network. Additionally, there were discussions of the government's role in developing the venture ecosystem and allocating public money in a proper way to the venture ecosystem. For three days, the participants discussed how to take the Uzbekistan ecosystem to the global playing field, attract internationally renowned acceleration programs to the region, and study venture opportunities and experiences of other countries.

The Venture Capital Association (UzVCA) hosted a 10-day **Central Asia Think Big Boot Camp** program on May 10, 2022. More than 100 start-up projects from all over Central Asia applied to participate. The 16 best projects were selected and granted the opportunity to participate in the bootcamp.

Various interactive and group assignments helped start-ups collaborate with teams and share their experiences with start-up founders from other countries. Experts shared their valuable experience, taught risk management, pointed out current trends in emerging technologies, and demonstrated how to create a valuable proposal to increase demand for the product. The best 6 graduates of the bootcamp were given the unique opportunity to make a pitch presentation to investors from Silicon Valley on May 20, 2022. Participants who successfully completed the bootcamp program were awarded with certificates.

USAID/FGI helped IT Park host **TumarisHack females' online hackathon** on May 27-29, 2022. The hackathon's focus areas were FinTech, E-commerce, DeepTech and Wonder Women. 85 teams participated, and 47 made it to the Demo Day.

IT Park, jointly with YellowRockets, launched a **School of Trackers** as part of the Tumaris.Tech project. The workshop took place online on May 2 through 13, 2022. International specialists from the YellowRockets organization acted as mentors at the School of Trackers. The studies included a variety of practical work on product thinking, sales strategies, business hypothesis testing, UNIT economics, business metrics, etc. As part of the program, 30 well-qualified, professional trackers from Central Asian countries were trained to work with start-up projects. Trackers assisted start-up projects through acceleration programs, project development, and implementation.



Figure 4. World Summit on the Information Society Forum 2022 (WSIS 2022).

The Tumaris.Tech project won at the **World Summit on the Information Society Forum 2022 (WSIS 2022)**. The forum brings together over 70 countries across the world. The Tumaris.Tech project won in the «Capacity Building» nomination. Within just two years of its implementation, the project achieved results by developing into 30 start-ups and enabling over 200 girls to develop their knowledge of IT. At present, the project is expanding across Central Asia, where representatives of Kazakhstan, Kyrgyzstan, Turkmenistan, and Tajikistan will also be able to take part in Tumaris.Tech programs.

Four USAID/FGI partners in Uzbekistan were awarded with the **medals of the President of Uzbekistan for success and leadership in entrepreneurship**. Shukhrat Khamdamov (Sam Rafoat Textile), Shakhzod Umirzakov (TASSVision), and Amina Bekzhanova (Muinak Tour LLC) were awarded the Active Entrepreneur medal for their contributions to the country's economy and export potential. Botir Arifjanov (Astrum IT Academy) was awarded a medal for his contribution to the country's economic development.

E-COMMERCE AND DIGITAL TRANSFORMATION

- **Overall approach**

USAID/FGI supports anchor firms in upgrading their e-commerce systems and capacity, strengthening linkages with international e-commerce platforms and leaders, integrating products into established e-commerce platforms, and improving the enabling environment for e-commerce. There is a high level of variability between Central Asian firms regarding their awareness, utilization, and development of e-commerce tools and platforms. However, all firms expressed an interest in expanding online activity to tap into international market demand. This interest has only grown as COVID-19 continues to transform markets, with consumers increasingly turning to online platforms to conduct transactions.

- **Regional activities**

In Y3, USAID/FGI worked to promote e-commerce diagnostics, roadmaps, and best practices in each Central Asian country. The project has been encouraging the region to consider policies and pilots conducive to a more integrated regional e-commerce market.

Five events were held in each Central Asian country with the **Commercial Law Development Program (CLDP)** of the U.S. Department of Commerce, which has been tasked by the U.S. Department of State and the **United States Trade Representative (USTR)** to provide technical assistance to facilitate trade, e-commerce, and economic connectivity in and among the countries of Central Asia. The USAID/FGI team shared with the participating government representatives' analytics on the state of e-commerce markets, especially to enable SME e-commerce, and on best practices and models to promote e-commerce and regional digital integration in the Americas and Asia. Furthermore, USAID/FGI experts shared our project's work on developing the e-commerce code of conduct.

USAID/FGI also promoted the development of **national e-commerce diagnostics and roadmaps** in Tajikistan, Uzbekistan, and Turkmenistan. USAID/FGI finished a joint project with the UNDP to develop a report on analyzing the market framework of e-commerce development in Tajikistan and launched, with the Ministry for Development of Information Technologies and Communications of Uzbekistan, a roadmap on e-commerce development to pave the way for the growth and challenges for e-commerce development in Uzbekistan. The diagnostics are based on e-commerce flows data, firm-level data, and consumer survey data.

To promote digital policies conducive to e-commerce and regional digital integration across countries in Central Asia, USAID/FGI partnered with the CLDP and the **Asian Development Bank** in May 2022 to host a multi-donor and multi-stakeholder e-commerce event. The event covered (1) ongoing donor-funded work in the region to assess the use of e-commerce and enabling environment activities, (2) experiences from other regions such as Southeast Asia and Central and South America to glean methods of building and deepening a regional e-commerce agenda, (3) views from the private sector on priority challenges to cross-border e-commerce in the region and how the regional agenda can resolve them, and (4) promotion of public-private dialogue on the next steps toward a regional e-commerce market.

In September 2022, USAID/FGI also partnered with CLDP and the USTR for a **regional public-private dialogue in Istanbul** on e-commerce development and regional e-commerce markets, bringing AmCham representatives to the dialogue and presenting firm-level data on the state of e-commerce in the region, especially SMEs' needs to regionalize.

USAID/FGI continued carrying out the **"360 E-commerce Training"** series with **Mastercard, Pay Pal, and UPS** and delivered a series of digital and financial literacy trainings on online payments acceptance, online accounting, and online advertising aimed at Central Asian SMEs.

The training program, developed by **eCommerce Institute** in partnership with USAID/FGI, was successfully completed on January 15, 2022. During a five-week period, the eCommerce Institute conducted five online sessions, totaling over 30 training hours. Thirty students from five Central Asian countries participated in the course. Each trainee received access to Learning Platform, where they can find an Introduction course, all ToT recorded classes, and presentations (in English and Russian).

"Thanks to the trainers from eCommerce Institute. With the knowledge gained, I will be able to help many entrepreneurs in my region".
Sitora Sattorova, an attendee from Tajikistan.

In cooperation with the International Trade Center (EU funded), USAID/FGI continued developing the **eBay Central Asia Hub** and organized trainings for companies from Kazakhstan, Kyrgyzstan, Tajikistan, Turkmenistan, and Uzbekistan.



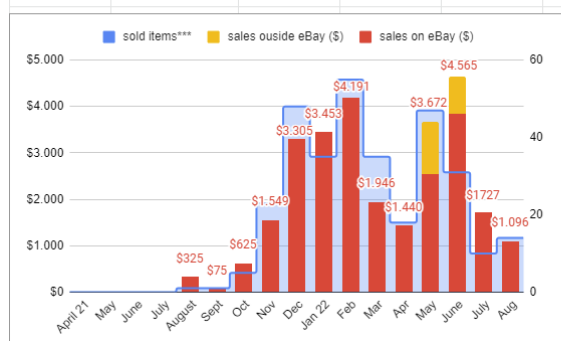
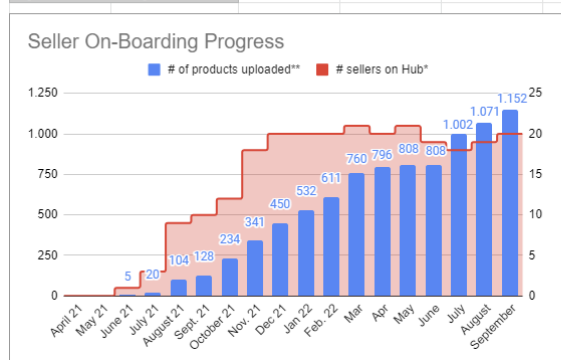
Figure 5. Screenshot of the webpage eBay City - Central Asia

Since the start of the project, 19 merchants from Central Asia who are represented on the **eBay Central Asia Hub** have made a total of 269 sales valued at over \$21,762. During the reporting period, over 30 sellers had individual consultations with an international expert on effective store management and sales for the eBay platform. In total, 91 companies from Central Asia created an **eBay account**.

Within the program, video tutorials have been developed on essential topics such as (1) how to open an eBay store, (2) understand the competitiveness of your product, (3) connect with Payoneer, (4) calculate costs and profits, and (5) list products. These videos, with subtitles in six languages, will be of value to micro, small, and medium enterprises exploring how to start and grow their eBay business.

Kazakh: [eBay Central Asia Hub - Kazakh - YouTube](#)
 Kyrgyz: [eBay Central Asia Hub - Kyrgyz - YouTube](#)
 Russian: [eBay Central Asia Hub - Russian - YouTube](#)
 Tajik: [eBay Central Asia Hub - Tajik - YouTube](#)
 Turkmen: [eBay Central Asia Hub - Turkmen - YouTube](#)
 Uzbek: [eBay Central Asia Hub - Uzbek - YouTube](#)

Updated 14 Sept 2022



Performance eBay Central Asia Hub			
	Goal	Actual	Progress
Sellers with eBay Business Account	20	94	470%
Active Sellers On Central Asia Hub	20	20	100%
Sellers with Products (Payoneer verified)	20	36	180%
Products on Central Asia Hub		1.152	
Total Sold Products	-	347	
Total Sales Volume	-	\$29,565	
Average Selling Price		\$85,20	
Export Destinations	-	18	US, CAN, UK, GER, ITA, Japan, UAE, Israel, China, Estonia, Netherlands, Kazakhstan, Norway, Chile, Puerto Rico, Denmark, Australia, Mauritius
Successful Sellers	-	19	Turkmenistan (9), Uzbekistan (3), Kyrgyzstan (3), Kazakhstan (2), Tajikistan (2)
Gender (Owner of participating SME)		Women	Men
Active (20)		9	11
New / Improved Jobs			
N/A. First survey end of H1 2022			

• Firm-level activities

In **Kazakhstan**, **Adal Sut** finished digitizing its operations to increase product supply, sales efficiency, and effectiveness. The company reported a sales increase of 33%.

Bayan-Sulu has completed the planning of business processes and acquired a server and a license for the Enterprise Resource Planning (ERP) system. In addition, the company launched a waffle line.

Magnum has completed the development of a management information system that will enable the company to analyze its performance at the product, supplier, unit, and branch levels to make management decisions on investment, sales, HR, and supplies.



Figure 6. A visit to the Agro-industrial company Adal



Figure 7. The head office of "Arnur Credit" company in Shymkent.

Arnur Credit finished its digital transformation project and now operates an electronic document management system. In addition, the company installed a mobile application, which went live for clients using android phones. The digital transformation to date created 62 new job openings in the company. The company already hired 54 people for those positions, 39 of whom are women. Furthermore, 283 jobs were improved due to the use of an electronic document management system. Arnur Credit's sales have increased by 39% since the beginning of the USAID/FGI-supported project.

In **Kyrgyzstan**, USAID/FGI, jointly with **StrategEast**, hosted the Eurasian Forum "**State and IT**" on November 9-10, 2021. The forum brought together national digital experts, more than 50 international digital leaders, investors from Silicon Valley, representatives of large international IT companies, and ambassadors from different countries. More than 150 participants attended the forum. Eleven thematic sessions and several panel discussions with an analysis of best practices were held. The main results of the forum include opening an office of "Effective Programming for America" in Bishkek and the creation of a \$50 million venture fund to support start-ups in Central Asia.

Alaiku Organics selected a software company that started the development of a mobile application for the digital recording of milk collection, analysis, and monitoring of collected milk from farmers. The company plans to organize training for the farmers, starting from October 2022.

Baibol is working on sales in foreign markets through the eBay and Etsy platforms. Kyrgyz Handmade sold 106 items on Etsy and received an average 5-star rating based on 57 reviews. Kyrgyz Handmade created its online store on eBay in September 2021 and, as of September 2022, sold 72 products and received 100% positive feedback from 27 reviewers. The company completed the development of a 3D Yurt and Marketing Kit.

Cool Bros aims to introduce an Enterprise Resource Planning (ERP) system and improve production management by implementing Kaizen and Lean Management. The company selected the Deeprom Technology ERP system, enabling them to visualize indicators from the production line and data on the quality of sewn products. Currently, the company is negotiating with Deeprom Technology on the terms and conditions of the contract.

IE Syinapbuu Akeleeva (Olive Hotel) completed their project and successfully developed the Hotel Management System "EcoSmart" for small and medium hotels. The Ecosmart Hotel Management System (HMS) is an integration of a hotel management system and a building management system with a focus on energy efficiency. The EcoSmart HMS is being used in six hotels: three Olive Hotels and three Ololo hotels. In April 2022, the company opened Olive Hotel Ala Archa. The hotel has 18 rooms, a conference room, a spa, a restaurant, and a leisure area.

Namba Soft completed the integration of the Trades app into the NambaOne (and NambaOne Business) super app, which includes food delivery, an online grocery store, taxi, and payment system. This integration will eliminate the need for a separate Trades application and makes all services available in one application for both end users (buyers) and suppliers.

Kant Sut completed the automation of the financial and production accounting of the company and digitalized the process of accounting for milk collection. In addition, a business intelligence and interactive reporting software was installed, which analyzes a large amount of data from different reports in the 1C system and converts figures into interactive reports, graphs, and analytics. Thanks to this solution, the company's management can now monitor key indicators and analytics of the company's activities in real time via a smartphone, tablet, or computer. In addition, milk collectors now use the Mobi-C mobile application to enter data on collected milk

from farmers and transmit them in real time to the Kant Sut server. Kant Sut plans to install cooling tanks for groups of farmers and is now working on identifying the locations of the most suitable villages for their installation.

Kant Sut also participated in the 23rd Central Asian International Food Industry Exhibition – Food Expo Qazaqstan 2021, which took place November 3-5, 2021, in Almaty. The participants of the exhibition highly appreciated the dairy products of Kant Sut under the trademark “Belaya Reka”. Professional product tastings in various categories were held within the exhibition and the following products of the company received first place in the category Fat and oil products: butter 82.5%, pasteurized milk 3.2%, sour cream 20%. Moreover, Kant Sut has signed two contracts with distributors in Kazakhstan, which will increase its presence in the Kazakhstani market, as well as increase exports. Negotiations are also underway with 5-6 distributors.

TriT completed the customization and implementation of its accounting system based on 1C software. Since April 1, 2022, the software has been accepted for commercial operation (i.e., all accounting transactions are carried out in the 1C: Poultry farm software). This made it possible to prepare monthly reports in an easier and faster way and lessen the paperwork. The time between receiving an order and the delivery to a retail outlet has been cut in half. Orders are now sent by agents to the TriT poultry farm via the mobile application, and orders are processed daily.

In **Tajikistan**, **Babilon-T** and the **National Association of Small and Medium Business (NASMB)** continued to promote Babilon-T’s e-commerce system. As a result, over 4,800 new merchants were connected to the system during the reporting period, bringing the total number to over 6,800. All these merchants received short trainings and direct support from Babilon-T in developing their e-commerce services. In April 2022, Babilon-T launched its own e-commerce and Marketing Acceleration program at Babilon-Academy. A 5-day program covered marketing basics; fundamentals of analytics and basic metrics; SMM (Social Media Marketing); branding; naming; typography; PR and communications; and e-commerce. In total, 80 SME representatives completed five courses. USAID/FGI continues to support the **Chamber of Commerce’s E-commerce Council** to facilitate public-private dialogue on e-commerce development in Tajikistan. On



Figure 8. Participants of E-commerce and Marketing Acceleration program at Babilon-Academy, Tajikistan

March 11, 2022, the Chamber of Commerce held the second meeting of the Council. The discussions focused on protection of consumer rights, payments, process of legislative reform, legal support, tax reform, incentives for development e-commerce, and others.

In **Turkmenistan**, USAID/FGI partnered with popular domestic news agency **Orient** and six national e-commerce platforms to launch "**Purchase Online**," an e-commerce demand generation campaign from October 2021 until February 2022. Through the course of the five-month campaign, Orient produced and published 79 articles and 11 videos on its official website and social media accounts promoting e-commerce. The program helped the six participating national e-commerce platforms create 70 jobs, facilitate \$30,000 in investment, and increase sales by an average of 33 percent.

Halk Hazyna completed the implementation of the "SAP Business One" enterprise resource planning (ERP) system to help the company streamline its operations. Thanks to this new system, the company enhanced employee productivity, improved inventory management, and, most importantly, centralized data management. The centralization of data enables Halk Hazyna to better manage complex manufacturing and business processes by giving employees across departments easy access to real-time insights about the entire enterprise.

100haryt, a leading e-commerce company in Turkmenistan, implemented a delivery management system to accelerate business growth and ensure fast and efficient deliveries. With the help of this new system, 100haryt eliminated many operational errors, improved customers’

shopping experience by allowing them to see their order and delivery status, reduced order processing time from 15-20 minutes to 2-3 minutes, decreased customer complaints by 90%, and increased web traffic by 35%.

USAID/FGI organized an intensive five-day training course on ISO 27001 **Information Security Management System** (ISMS) adoption on June 13-17, 2022. Achievement of ISO 27001 certification demonstrates that a business has a robust ISMS to protect against security breaches. A total of 18 employees from leading consulting companies in Turkmenistan and Uzbekistan attended the training and gained the knowledge needed to support companies in establishing, implementing, and maintaining an ISO-based ISMS.

Hasabym completed the cloud integration of Hasabym software with the 1C ERP system widely used in the member countries of the Commonwealth of Independent States (CIS), which will allow Hasabym to tap into international markets. Hasabym plans to hire a marketing agency to promote its software on social media and hire a professional consultant to seek clients from Kazakhstan and Uzbekistan.

Sharq Ayoli in **Uzbekistan** continued the implementation of the project **Woman and Digital Economy** by covering new regions of Uzbekistan. The trainings on the basics of e-commerce for women-entrepreneurs from Djizzak, Samarkand, and Namangan were attended by almost 800 women entrepreneurs and women starting their own businesses. The seminars were held in an interactive format and the participants received certificates upon their completion.

"Thanks to USAID trainings, I have become an entrepreneur with access to the latest business trends through e-commerce. I have new plans and dreams that are sure to come true."

Nigora Tursunova, Uzbekistan

Le Bazar completed the last milestone, and the project was successfully closed. The project has created 18 new jobs and improved 94 jobs throughout its implementation period. Le Bazar was able to grow its sales by 10.5% in comparison to the previous year.

Business Monitoring Group started a project aimed at increasing the competitiveness of Uzbek artisans through the development and implementation of a special training program on e-commerce, business fundamentals, marketing, and SMM. The specialists involved in the project started developing a specialized training program adapted to the needs of the target audience.

Samarkand Art House is implementing the project **CraftLab Uzbekistan 2022**. The project aims to improve and develop handicraft businesses through the introduction of e-commerce, the use of new technologies, and creative innovations in the services provided to craftswomen. Young women artisans aged between 18 and 35 are invited to participate in the project. As a result of the project, they will increase their income and correspondingly create new jobs, enter new markets both at home and abroad, and learn what methods and technologies are used by their colleagues in Central Asia. To date, the announcement has been posted on various communications channels and the selection of candidates has started.

USAID/FGI and the USAID mission in Uzbekistan organized a session on the **Digital Ecosystem Country Assessment** (DECA) as part of the USAID Digital Strategy for 2020-2024. The goal was to understand a country's digital ecosystem using a research framework organized around three pillars: 1) digital infrastructure and adoption; 2) digital society, rights, and governance; and 3) digital economy. The event was attended by the representatives of ITC Ministry, IT Park, etc. Several recommendations along with DECA findings were presented to the stakeholders.

INVESTMENT FACILITATION AND ACCESS TO FINANCE

- **Overall approach**

Investment facilitation is becoming less of a priority for USAID/FGI as the project has exceeded its investment indicators and, therefore, has started focusing on other targets. Nevertheless, during the reporting period the project still hosted several activities. Those activities took place in anchor firms where USAID/FGI had provided technical assistance to improve their institutional capacity in strategic planning on digital transformation, strengthen their ESG standards to mitigate diverse risks, boost profitability factors, and support growth opportunities through MDF co-funding, direct technical assistance, and P4P transactions. All these changes led to the anchor firms becoming more investable and attractive for investors both internal and external.

- **Regional activities**

Even though investment activities are company and country-specific, investment outcomes are valuable to the establishment of regional linkages between companies as they grow and seek to expand regionally and globally. Thus, successful investment in one company leads to the growth of its ecosystem, which in turn results in the strengthening of the country and region. In Year 3, USAID/FGI continued achieving significant results in investment facilitation, which reached over \$77 million to 35 companies in Central Asia.

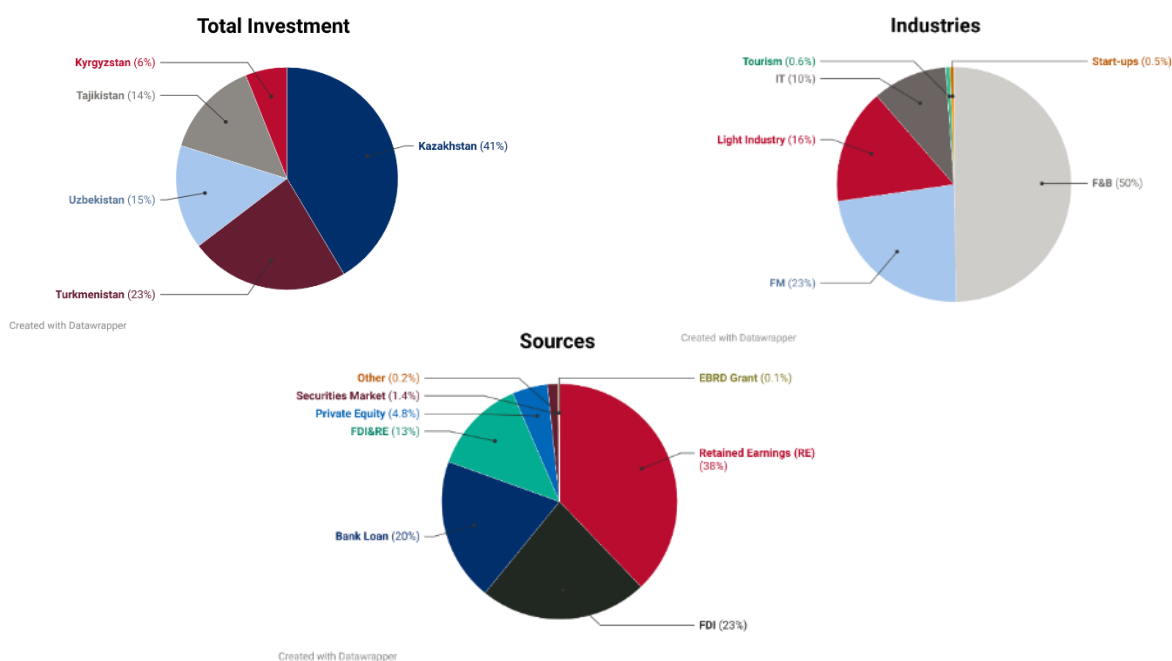
- **Investment pipeline summary:**

In Y3, the total amount of investment reached about \$77 million to 35 companies in Central Asia. Please see the table below:

#	Company name	Industry	Investment	Source	Grant Amount
Kazakhstan					
1	Adal Sut	F&B	\$2,861,056	Retained Earnings (RE)	\$80,000
2	Magnum	IT	\$4,100,000	RE	\$100,000
3	Bayan Sulu	F&B	\$4,124,751	Bank Loan	\$87,000
4	Arnur Credit	FM	\$17,820,834	FDI	\$100,000
5	Kazbeef Group	F&B	\$ 2,700,000	Retained Earnings (RE)	\$30,000
6	MOST	IT	\$10,000	Private Equity	\$35,000
		Total KZ:	\$31,616,641		
Kyrgyzstan					
7	Aman GreenFood	F&B	\$106,138	Bank Loan	\$30,448
8	Namba Market	IT	\$418,686	RE	\$38,000
9	Agro Kush	F&B	\$1,462,371	RE	\$80,000
10	Euroasia Oil	Tourism	\$500,000	Private Equity	\$29,163
11	Barkad	F&B	\$1,069,775	Securities Market	\$4,000
12	Baibol	Light industry	\$17,794	Bank Loan	\$18,675
13	Tri T	F&B	\$589,700	Bank Loan	\$5,440
14	Atalyk Group	F&B	\$601,431	Bank Loan	\$15,500
		Total KG:	\$4,765 895		
Uzbekistan					
15	Naril Textile	LI	\$300,000	Bank Loan	\$25,000
16	Le Bazar	IT	\$53,413	EBRD Grant	\$100,000
17	IT Park	IT	\$44,269	Private Equity	\$34,690

18	Mirzachul Tex	LI	\$42,893	Other	\$33,246
19	Shark Ayoli	IT	\$95,086	Other	\$39,436
20	Café Restaurant Zeytin	F&B	\$2,886,700	Bank Loan	\$8,000
21	Uz VC Fund	IT	\$3,200,000	Equity	\$20,000
22	Sam Rafoat Tex	LI	\$3,500,000	Bank Loan	\$10,640
23	Madina Soft Textile	LI	\$1,444,004	Bank Loan	\$8,000
24	Marifat Manbai	LI	\$9,063	Retained Earnings (RE)	\$24,948
25	Future beings today	LI	\$3,636	Other	
		Total UZ:	\$11,579,064		
Turkmenistan					
26	Hilli Gaplama/Ter Onum	F&B	\$5,884,200	FDI&RE	\$29,700
27	Parahat	F&B	\$4,200,000	FDI&RE	\$11,086
28	Burkut	F&B	\$1,620,800	RE	\$69,600
29	Gonezlik	F&B	\$225,852	RE	\$34,999
30	Halyk Hazyna	LI	\$5,742,496	RE	\$34,000
31	Orlan	LI	\$1,440	RE	\$27,901
32	Yanamdar	IT	\$30,000	RE	\$0
		Total TM:	\$17,704,788		
Tajikistan					
33	Farovon	F&B	\$10,126,596	RE	\$90,350
34	NABW of Tajikistan	Start-ups	\$400,000	Bank Loan	\$49,870
35	Rahimov	LI	\$560,000	Bank loan	\$39,600
		Total TJ:	\$11,086,596		
	Investment	Total FGI:	\$76,752,984		

The investment breakdown in terms of the country, sector, and sources of financing can be seen in the diagrams below:



USAID/FGI recognized that the improved **Environment, Social, and Governance (ESG)** framework assists private companies, on the one hand, in opening new markets and integrating into global supply chains, and on the other hand, in attracting investment from financial and capital markets.

USAID/FGI partnered with **Economist Impact's Policy & Insights (EI)** to support Central Asian companies in adopting the best Environmental, Social, and Governance (ESG) practices. EI completed a comparative study on February 24, 2022, titled "Responsible Supply Chains: ESG considerations impacting multinational companies' supply chain decisions." In April, USAID/FGI jointly with EI hosted a series of online roundtable events for interested companies in Kazakhstan, Kyrgyzstan, Tajikistan, Uzbekistan, and Turkmenistan, followed by in-person business-to-business meetings. In a number of these meetings, Kazakhstan's largest retail chain, **Magnum**, reviewed supply chain requirements and adherence to environmental, social, and corporate governance (ESG) practices. The meetings have successfully facilitated regional trade and knowledge sharing across the region. Additionally, they led to new business partnerships, and familiarized regional producers with the policies and procedures required for entry into the Kazakh market.

On May 23, 2022, USAID/FGI in partnership with the Chamber of Independent Directors of the Kyrgyz Republic, the Union of Banks of Kyrgyzstan, and the Kyrgyz Stock Exchange organized a round table "**ESG - goals, standards, regulation, and attraction of investments**". The round table was attended by 31 people including representatives of the National Bank of the Kyrgyz Republic, commercial banks, private companies, international organizations, and non-profit organizations. The participants discussed the main topics related to the national and international ESG standards, problem areas of ESG regulation, integration of ESG goals in projects of financial institutions, and ESG infrastructure in the Kyrgyz Republic.

In Y3, USAID/FGI supported several companies in Central Asia to adopt best ESG practices, namely **Kazbeef** in Kazakhstan with Global Gap, **Aman Green Food** in Kyrgyzstan with ISO 9001 and ISO 22000, **Partner KG** (Frunze retail chain) with ISO 9001, and **Farovon** in Tajikistan with FSSC 22000 through MDF activities and technical assistance. In Turkmenistan, it supported **Batly Zamana, Taze Saba, Turkmen Enjam, and Parahat** companies with ISO 9001, ISO 14001, and ISO 45001.

It also supports **Balam** and **Hilli Gaplama** in implementing and certifying ISO 9001 and ISO 22000. In October 2021, **Yupekchi** became the third food and beverage company in Turkmenistan to acquire the internationally accredited FSSC 22000 certification, recognized by the Global Food Safety Initiative. With **Sam Rafoat Textile LLC in Uzbekistan**, USAID/FGI assisted with the implementation of the International Financial Reporting Standards (IFRS) thus enabling an opportunity for sustainability linked loans.

During the reporting period, USAID/FGI developed a **Pay for Performance (P4P)** scheme for consultants to attract investment in companies (pipeline and beyond) and piloted it in Uzbekistan. The P4P initiative supports local business development specialists (BDSPs) to define investment opportunities in anchor firms, attract investment, and work with anchor firms on increasing their investable and institutional capacity. P4P pilot's results in Uzbekistan are proven to be successful. The pilot has encouraged local BDSPs working in the investment facilitation area to find companies requiring investment, close their investability gaps, and help them find external investors for either debt or equity. USAID/FGI designed a payment plan where the cost of the BDSP is covered in part by the company receiving services and in part by USAID/FGI. The latter pays no more than 50 percent for the advisory service and 50 percent of the performance bonus for successful implementation. As for the efficiency of the P4P mechanism, it is expected that \$1 spent on BDSPs will generate over \$250 of investment.

Graceful Cotton plans to modernize a textile spinning factory with a target investment of \$6.5 million. The consultant completed the deliverables package including a business plan, financial

model, enterprise evaluation, and project presentation. Negotiations on investment attraction are underway. Investment has not yet been received.

Samerteks Gilam works on a carpet manufacturing factory expansion with target investments of \$13.2 million. The consultant has presented the deliverables, including a financial model and business plan. Negotiations with local banks to attract investment are underway. Investment has not yet been received.

Zeytun Restaurant attracted \$1.9 million in investment. It used the investment and \$0.9 million of its own funds to launch a milk processing farm that started operating in the beginning of 2022. Fifty new jobs were created.

Madina Soft Textiles works on a towel factory expansion project with a targeted investment of about \$2 million. A business plan and a financial model have been developed, and a \$1.4 million loan has been secured. In addition, the company invested \$660,000 of its own funds into the construction of the factory.

Yan Exclusive Mega Trade needs \$3 million for the launch of a complete cycle poultry processing farm. The consultant developed a package of deliverables. Investment has not yet been received.

Vodiy Agro Tomorqa Xizmati attracted a \$455,000 loan and invested \$550,000 of its own funds. The total project cost is over \$1.6 million, and 30 new jobs will be created.

Fayz Toqima Sanoat is a new apparel factory located in the Namangan region; the total project cost is \$2 million. The company's own contribution is \$1 million, and 130 new jobs will be created. Investment has not yet been received.

Surxan Sara Uruglari is a pre-sowing seeds treatment plan located in the Surkhandarya region; the total project cost is \$2 million. The company's contribution is \$1.9 million, and 100 new jobs will be created. Investment has not yet been received.

- **Firm-level market investment support**

KAZAKHSTAN

USAID/FGI hasn't focused on investment facilitation in Kazakhstan this quarter due to the lack of funding and the re-focus on regionalization, women, and youth development.

KYRGYZSTAN

Textile Trans successfully attracted investments through issuance of corporate bonds. The first sale of bonds took place on January 17, 2022, and by the end of September, Textile Trans sold bonds for KGS 15.3 million out of KGS 100 million. The bonds have a maturity of 3 years and a yield of 16%. This is the first company from the light industry sector to enter the stock market. Textile Trans LLC plans to use the attracted investments for the construction of a cotton gin with a capacity of 12,000 tons of fiber per year.

Namba succeeded in attracting a venture investment of \$1 million from MOST Ventures. Investments will be used for the development and expansion of the Namba One application. The Namba Group manages successful IT companies such as Namba One (superapp), Namba Pay (payment system), Namba Food (delivery service from café and restaurants), Namba Way (taxi service), Namba Market (grocery delivery), Trades (B2B marketplace), Namba Profi (service for the self-employed), K-money (payment aggregator), Namba Media (digital agency), and Namba Soft (software development).

TAJIKISTAN

Farovon-1 invested over \$8.6 million in the construction of a new livestock feeding plant, oil refinery plant and broiler, and in the purchasing of equipment for the livestock feeding plant. It is also negotiating financing from EBRD for \$3 million for purchasing equipment for a new

vegetable oil refinery factory. The livestock plant was completed and launched on September 30, 2022.

LLC Rahimov A.A. produces sportswear, mostly for export, and plans to expand and diversify its production and expand its apparel business. The company invested over \$560,000 in the expansion of its business.

TURKMENISTAN

To expand confectionery production, **Balam**, owned by Entrepreneur Begjanova, decided to apply for a loan from EBRD to purchase state-of-the-art European equipment to produce hardtack cookies, bagels, cracker sticks, and pretzels. The launch of new production lines will help turn the company from an importer into a leading exporter. Balam will have a competitive advantage over foreign producers due to the lower utility costs in Turkmenistan, allowing the company to offer delicious and quality confections at affordable prices to consumers within and outside the local market. USAID hired an experienced consultant to develop a comprehensive business plan covering critical business areas such as SWOT analysis, market size determination, marketing strategy, and financial modeling including cash flow projections, key growth metrics, and cost structures. The resulting document will provide a solid argument for financing the expansion of the confectionery business. Due to the ownership of several companies by Entrepreneur Begjanova, the consultant had to consolidate the financial information of the companies, which significantly increased the workload of preparing financial statements that comply with International Financial Reporting Standards (IFRS), delaying the completion date by a few months. The consultant expects to finish the business plan and hand it over to Balam by the end of September 2022.

On March 4, 2022, with USAID's support, the toothbrush manufacturer, **Taze Saba**, got certified for ISO 9001 Quality Management System, ISO 14001 Environmental Management System, and ISO 45001 Occupational Health and Safety Management System, enabling the company to improve the efficiency of business operations, increase workforce productivity, and gain access to new markets. With current exports to Azerbaijan, UAE, Kazakhstan, Russia, Afghanistan, and Uzbekistan, Taze Saba is looking to expand its international sales to the EU and North America with the ultimate goal of supplying toothbrushes to international retail chains, such as Walmart, Target, Costco, and many others. To achieve that goal and meet the growing global demand, Taze Saba plans to build a second toothbrush manufacturing factory to double its production capacity. Taze Saba is currently in communication with domestic and international financial institutions about obtaining a \$9.7 million loan to purchase new production equipment.

To expand its product range, food packing manufacturer **Halk Hazyna** is planning to purchase extrusion blow molding equipment to produce plastic bottles in various sizes. The project's estimated cost is \$5 million – \$3.5 million will be used to buy equipment and \$1.5 million will go towards working capital. Halk Hazyna plans to borrow \$2.3 million from the EBRD and take out \$2.7 million from the company's operating budget to finance the project.

On August 15-19, 2022, USAID/FGI organized an in-person study tour for **Ashgabat Stock Exchange** (ASE) to the Kazakhstan Stock Exchange (KASE), Central Depository (KACD), and other key players in Central Asian Securities markets. Additionally, on August 22-26, 2022, USAID/FGI organized another in-person study tour to Borsa Istanbul (BIST), Turkey's sole exchange entity. BIST management organized seminars for ASE representatives and private brokers on equity markets, settlement, custody operations, and Bistech software, a system that enables the online trading of securities. Study tour participants observed the inner workings of the functioning stock exchange and best practices in trading financial instruments, as well as the importance of functioning financial markets to a country's economy. The study tours aimed to provide ASE management with practical experience in stock market operations and foster the adoption of best practices in financial trading. Well-developed capital markets catalyze innovation and economic growth.

UZBEKISTAN

Uzbek company **Sam Rafoat Textile LLC** produces and exports towels and other finished products to Asian countries. The company attracted an international audit company to prepare a financial report based on IFRS compliance and began the process of negotiating with the EBRD to attract an investment of \$8 million for the construction of a new factory. USAID/FGI and Sam Rafoat Textile decided to implement this project on a co-investment basis. To date, the company has made a \$3.5 million contribution to the project.

BUSINESS LINKAGES AND MARKET EXPANSION

- **Overall approach**

USAID/FGI is working towards increasing the competitiveness of all five Central Asian economies through enhancing regional cooperation and partnerships. USAID/FGI establishes effective relationships with suppliers, producers, and retailers, enabling the building of market linkages within the whole regional supply chain. Additionally, USAID/FGI connects similar companies, facilitates shared experiences, and provides them with relevant training in corporate social responsibility, quality management, growth strategies, digital transformation strategies, etc.

- **Regional activities**

USAID/FGI supported the participation of leading companies from Central Asia in **Gulfood Dubai Expo**, a global food and beverages exhibition, in Dubai, UAE on February 13-17, 2022. The companies learned about how to present products in a manner that lends itself to success in the Gulf Cooperation Council (GCC) market, as well as familiarized themselves with safety and labelling requirements and standards. Participation in such an event opens new business opportunities for Central Asia exporters aimed at conquering the global market. Three companies from **Kyrgyzstan - Tomat KG, Barkad and Honey Mount** - held around 100 meetings with potential clients. Three **Tajik dry fruit exporters** participated in 40 meetings with over 30 importers and distributors from India, UAE, Kingdom of Saudi Arabia, Europe, and the Middle East. **Turkmen** tomato producer **Yigit** and food manufacturer **Parahat** met with well-known international distributors, wholesalers, and retailers including Lulu, Del Monte, Fit Fresh, and Viva Supermarket, among others. Additionally, the Turkmen companies visited Dubai's fresh foods market to meet with grocery wholesalers and gather information about the pricing of fresh produce and supplier requirements. Yigit and Parahat have sent commercial proposals to more than a dozen companies with the goal of securing long-term export agreements.

USAID/FGI in partnership with the Kyrgyz Software and Services Developers Association (KSSDA) and High Technology Park of Kyrgyzstan co-organized the first **Central Asian - American IT Forum** "Central Asia is the next IT destination" in New York, USA. Around 120 people attended the forum, including 43 representatives of leading Central Asian IT companies, guest speakers, and representatives of US-based tech-companies. In order to create a single platform for promoting the entire region in the global IT industry, an agreement was reached between KSSDA, High Technology Park of the Republic of Kyrgyzstan, Astana Hub, and IT Park Uzbekistan. Central Asian IT companies participated in various meetings, networking sessions, and visited global leading tech companies such as Google, Amazon, Microsoft, Paypal, SAP, Starta, and Stanford StartX. At least 8 Central Asian IT companies succeeded in building partnerships with American companies.

USAID/FGI jointly with the Agency for Technical Cooperation and Development (ACTED) in Kyrgyzstan organized a 10-day **Silk Road Promotion Tour** to Uzbekistan and Kyrgyzstan for 10 tour operators from Europe (UK, Switzerland, Belgium, Germany, Italy and North Macedonia) and the United States of America on August 21-31, 2022. The main goal of the tour was to promote and increase visibility of the Central Asian Community Based Tourism (CBT) sector to European, US, and other foreign tourists. Invited tour operators got acquainted with the unique color of Central Asia, the variety of architectural forms, the amazing interweaving of antiquity and

modernity, historical and architectural monuments, beautiful nature, hospitality, and the culture of Central Asia. Tour operators from Europe and the United States will develop an ethno-cultural and historical tour to Uzbekistan and Kyrgyzstan to promote Central Asia as a single destination. The first travel packages will be available in 2023.

The Agency for Technical Cooperation and Development (ACTED) in partnership with USAID/FGI organized the participation of 18 representatives of tour operators, Community Based Tourism operators, and government organizations of Central Asia (Kyrgyzstan, Uzbekistan, Tajikistan) in the international Tourism Fair “Top Resa 2022”, which took place in Paris, France on September 20-22, 2022. Central Asian exhibitors promoted their products and services, informed the audience about the best destinations and places to visit, found new customers and partners, and conducted effective negotiations. The participating companies will follow up with all the potential contacts to sign partnership agreements to attract foreign tourists to Central Asia.

USAID/FGI jointly with the International Finance Corporation and State Secretariat for Economic Affairs (SECO) organized a **road show in Uzbekistan and Kazakhstan** on November 15-19, 2021. In total, 12 companies from Kyrgyzstan participated in the road show. Tour operators from Uzbekistan and Kazakhstan learned about new opportunities within and the potential for ethno-cultural tourism in Kyrgyzstan, changes and improvements in the region's tourism infrastructure, and new tourism products aimed at the requests of Uzbekistan, Kazakhstan, and international tourists. The Kyrgyz Association of Tour Operators signed a memorandum with the Kazakhstan Tourism Association on cooperation in tourism and with The Silk Road University of Tourism and Cultural Heritage on collaboration in implementing education and tourism projects.

USAID/FGI organized an intensive five-day training course for industry consultants from Turkmenistan and Uzbekistan on **halal standard compliance and certification**. Twenty participants gained comprehensive knowledge and information about halal requirements in all stages of the food supply chain, including receiving, preparation, packaging, labeling, handling, transportation, distribution, storage, display, and service.

- **Firm-level Market linkage support**

Arnur Credit in Kazakhstan serves as a successful example of the facilitation of market linkages between small businesses operating cross-border. Arnur Credit's borrowers are mostly rural entrepreneurs trading their agricultural outputs in the neighboring countries of Kyrgyzstan, Tajikistan, and Uzbekistan. The USAID/FGI team discussed with the company how best to understand the volume of the cross-border trade operations and it was agreed to use the number of entrepreneurs buying trucks as an indicator. The number of trucks bought on loan is continuously increasing. In June 2022 the number of trucks was 826, up from 455 in January 2021 (an increase of 55%). The total purchase cost was 2.5 billion tenge.

USAID/FGI visited **Magnum** in Tashkent, Uzbekistan and learned about its requirements to regionally produce food and non-food items, export-import operations, and plans to supply tomatoes from Uzbekistan to Kazakhstan.

Representatives of Magnum Cash & Carry, Adal Sut, ALE National Union of Beekeepers of Kazakhstan, Bal-Ara, and ALE Kazakhstan Association of Producers and Processors of Grapes, Nuts and Vegetables visited **Kyrgyz companies** on April 14-15, 2022, with the aim of establishing partnerships. The delegation visited seven companies: Kant Sut LLC (dairy products), Adal Azyk LLC (sausage products), Ak-Bata LLC (bottled water), Riha LLC (sausages, delicacies, frozen uncooked products, bakery, and dairy products), Barkad LLC (frozen uncooked products and sausages), Aman GreenFood LLC (honey producer), and Alaiku Organics LLC (national drinks, dairy products, and cheeses). Moreover, a B2B event was organized, which was attended by 13 leading food companies of Kyrgyzstan. The representatives were able to address their questions on cooperation and becoming a supplier to the largest retail chain in Kazakhstan - Magnum Cash & Carry.

In **Kyrgyzstan**, **ShveyProfit** is implementing a project to improve the capacity of partner sewing shops and expanding sales markets. Due to the unstable situation in the Russian market caused by the Russian-Ukrainian conflict, the company plans to diversify markets for the development of sales of its own brands. ShveyProfit is considering working with the German market by selling products on the Amazon Germany and OTTO marketplaces. Currently, Shveyprofit is looking for local and foreign consultants.

In **Tajikistan**, twenty textile companies showcased their clothing products at the international exhibition for textile and fashion industries "**UzTextile Expo Spring**" in Tashkent, Uzbekistan. Companies signed preliminary contracts of over \$1.7 million, while the actual contracts for the sourcing of fabrics, materials, accessories, threads etc. totaled over \$378,000.

Ten Tajik textile companies participated for the first time in the regional **Central Asian Fashion** event in Almaty, Kazakhstan. As a result, companies made initial agreements totaling \$673,200. Two companies signed sales contracts for \$29,000.

Six Tajik clothing companies that are looking for diversification of their production participated in the international home textile trade fair "**Evtteks**", in Antalya, Turkey.

Sixteen Tajik tourist companies participated in the regional event "**Travel Mart 2022**" hosted by Uzbek Tourist Association in Tashkent and had B2B meetings with over 30 Uzbek tourist companies from the Tashkent, Bukhara, and Samarkand regions. The companies had over 430 B2B meetings (cumulative for all participants) and signed 83 Memorandums of Understanding.

Eight Tajik tourist companies and organizations participated in the international tourism fair "**TOP RESA - 2022**" where they presented their products to promote Tajikistan as a tourism destination and met many international counterparts.

In **Turkmenistan**, USAID/FGI organized a two-month online **training course on export skills development** in October-November 2021 for 25 local consultants. The course covered topics such as export strategies, compliance standards and certification, payment methods, risk analysis and mitigation, and the basics of intellectual property law. The training equipped participating consultants with the skills needed to assess a company's readiness to export, develop an export and marketing plan, and conduct practical partner search activities and negotiations in various markets.

On January 24, 2022, USAID/FGI organized a training session for Turkmen companies and local export consultants with a specific focus on **market research and importer searches using online channels**. The training was led by two experts, one from the US and one from Turkmenistan, who introduced participants to primary and secondary research methodologies and the use of online resources, including business-to-business marketplaces, directories, trade association websites, and the International Trade Center's Trade Map. Additionally, the session presented tools for conducting a comprehensive competitor analysis.

On February 10, 2022, USAID/FGI **organized an online training for the owners, top managers, and local consultants** of four Turkmen companies to help them identify and develop their unique selling propositions in the highly competitive international market. The training was led by an American export consultant with extensive industry experience and focused on how companies can communicate the unique value that sets them apart from competitors. The training introduced the '4P innovation model', which focuses on 'product, process, position, and paradigm' to help companies devise tailored exporting strategies for their target markets.

In September 2022, Turkmen confectionery producer **Hasar**, a participant of the USAID/FGI-initiated Export Platform program, signed a distribution agreement with Sunlight Food Training, a large distributor of food products in Uzbekistan. Following the establishment of this partnership, Hasar exported four containers of biscuits and candies worth \$140,000 to Uzbekistan. According to the agreement terms, Hasar will send two containers weekly until the

end of the year. Hasar is also currently negotiating with a big Tajik distributor on the export of its products to Tajikistan.

Confectionery producer **Kindi** exported goods worth \$40,000 and will export one container to Uzbekistan in the coming weeks. Additionally, Kindi is currently negotiating an export distribution deal with a Tajik company. Beverage producer Yupekchi exported products worth \$260,000 to Kazakhstan. Since the launch of the Export Platform program in January 2022, 19 containers of goods worth \$440,000 have been shipped to Central Asian countries as a result of the program.

Turkmen beverage producer **Yupekchi** has looked to capitalize on export opportunities to expand its consumer base. In May 2022, with USAID/FGI support, Yupekchi exported two containers of energy drinks to Kazakhstan, marking the company's first-ever export to the country. USAID/FGI co-financed the transportation cost, which helped expedite the export process and allowed Yupekchi to direct its resources to promotional activities for its energy drinks in Kazakhstan and to generate local consumer interest. In 2021, Yupekchi acquired the Food Safety Management Certification FSSC 22000 and Quality Management Certification ISO 9001. On July 5-7, 2022, Yupekchi exhibited its products at the food and drink trade show "F Istanbul" and drew high praise from exhibition visitors which helped generate promising client leads, including nearly 30 companies from Turkey, Libya, Lebanon, and Qatar, among other countries.

On November 3-5, 2021, leading confectionery producer **Balam** participated in FoodExpo Qazaqstan, the largest food industry exhibition in Central Asia, to develop new contacts with distributors and retail chains and to expand its current exports into Kazakhstan. Balam held more than 30 meetings during the Expo with businesses interested in importing the company's products. In addition, Balam shared contacts with more than 50 food importers and distributors.

In **Uzbekistan**, USAID/FGI supported a **business trip** for managers of Uzbek textile companies to Germany on June 19-25, 2022. Eleven representatives of large Uzbek textile clusters had an intensive business week aimed at establishing business contacts, promoting of Uzbek textile products, and learning the experience of German companies belonging to the Saxony textile hub. Uzbek textile companies participated in the international trade fair "Techtextil" in Frankfurt-am-Main. **Sam Rafoat LLC** participated with its own stand and had several meetings with foreign companies to conclude export contracts for its terry products. Several German companies offered to cooperate with Uzbek companies to produce professional and protective workwear on their orders.

On May 17, 2022, USAID/FGI in cooperation with the Association of Private Tourism Agencies (APTA) held an International Tourism Exhibition "**Tashkent Travel Mart 2022**" in a B2B format. More than 90 companies, domestic and foreign, from more than 10 countries took part in the exhibition. During the event, professionals of the tourism industry were able not only to discuss existing problems but also to find answers to topical issues. Additionally, there were productive meetings with potential clients and new partners that resulted in cooperation agreements and signing of memorandums.

The United Nations Foundation Congressional delegation visited Konigil, a tourist village in Samarkand, on April 14, 2022. The delegation of 13 people had the opportunity to familiarize themselves with the family guest houses, the conditions created for international tourists, and even enjoy traditional folk performances. Some of the members highly commended USAID/FGI's work in the development of Community Based Tourism (CBT) and expressed an interest in staying at family guest houses.



Figure 9. The delegation members learned to bake tandyr nan and tried the national cuisine, Konigil village, Uzbekistan, April

- **Upgrading to meet market requirements**

In **Kazakhstan**, USAID/FGI is continuing to work with **Kazbeef**, a large meat producer, to organize a study tour to the farm and meat plant for Central Asian meat producers. This tour will provide the opportunity to learn about food safety, workers' well-being, sustainability, animal welfare, and Global G.A.P. certification requirements. The company has conducted one roundtable and three seminars for 101 farms and plans to reach 1,000 farms and several government officials by the end of 2022. Kazbeef created 71 new jobs (men/women - 54/17), and sales have increased by 15%.

"Kazbeef's farmers are motivated to meet the company's high standards. We understand that it will mean increased responsibility for us, but we are ready to take it on. Kazbeef buys our calves at the fair market price, and it is a mutually beneficial relationship." Kristina Shoh, Kazakhstan

Agro Kush in Kyrgyzstan completed the implementation of the international food safety standard FSSC 22000. USAID/FGI supported the hiring of three international consultants to help Agro Kush with broiler incubation, breeding, veterinary, broiler growing, production of pelleted feed, poultry slaughtering, and processing. The company is working on introducing an ERP system that will be integrated into a single system of the parent company Adal Azyk LLC (Toyboss TM). Additionally, Agro Kush won a tender to lease 15 hectares of land for the construction of 24 new poultry houses, which will double the production volume. The construction will start at the beginning of next year. In addition, Agro Kush is in negotiations with Kentucky Fried Chicken (KFC) on the supply of Kyrgyz chicken as KFC products.

Aman GreenFood experienced financial difficulties caused by COVID-19, which resulted in delayed activity implementation for several months. The company received additional funding from the parent company Aman Group in August and continued the implementation of the project. Aman GreenFood has successfully implemented the integrated management systems ISO 9001 and ISO 22000 and is awaiting external audit by the international certification body. After receiving certificates, Aman GreenFood will become the first honey producer in the Kyrgyz Republic to be certified according to international standards, which will help it to enter new markets, increase exports, and increase the value of Kyrgyz honey.

Atalyk Group has completed work on the development of a family model of corporate governance for Atalyk Group Closed Joint Stock Company (CJSC) and the documents necessary for its implementation. The company, together with a hired consulting company, is finalizing the Family Code of Atalyk Group, which will determine the rights and powers of each family member. Additionally, in May 2022, the Atalyk Group CJSC and Adal Azyk LLC (owner of Agro Kush LLC) conducted a technical opening of the Kyrgyz Broiler poultry farm, which is engaged in the production of meat broiler hatching eggs. The first delivery of eggs to Agro Kush will begin next year.

Cool Bros is working on the introduction of an Enterprise Resource Planning (ERP) system and improving production management by introducing Kaizen and Lean Management. The company expects an efficiency increase of three factories, a production volume increase without a production capacity increase, staff development, and a reduction in the number of defects. The company is looking for a suitable and experienced consulting company to implement the above production management concepts.

Kyrgyz Cashmere purchased equipment to produce cashmere yarn and made its initial installation, as well as selected Cashmere Fiber International, a specialized company that will train the staff to source/purchase quality fiber, oversee the proper scouring of this fiber, correctly sort the fiber into quality categories, and correctly operate the machines to dehair all the various fiber types: cashmere, camel, and yak. Kyrgyz Cashmere experienced difficulties in bringing engineers to carry out equipment setup, start-up, and commissioning works. It is expected that

engineers together with Cashmere Fiber International specialists will arrive to Kyrgyzstan in the second half of October 2022.

Partner KG (Frunze supermarket) successfully introduced the international quality management standard ISO 9001:2015. The Frunze supermarket chain became the first Kyrgyz food retail company to implement and certify a quality management system based on ISO 9000 series standards. This system will ensure the provision of the same quality of service to both consumers and suppliers. ISO 9001 does not testify to the quality of an individual service, but to the quality of the system under which this service is provided and relates to the entire management system of an organization. Now Partner KG plans to extend the implementation of international standards to the entire supermarket chain.

Shveyprofit is working on improving the capacity of partner sewing shops and expanding sales markets. The company will host ToT trainings for 20 technologists on TWI (Training Within Industry), 3G Taylor (Speed Training of Seamstresses) and Kaizen Principles. The technologists will be placed with 33 partner sewing shops on a rotating basis to train their staff and improve their work. Currently, Shveyprofit is developing terms of reference for the potential consulting company.

Textile Trans delayed the start of its project due to the Russian-Ukrainian conflict as more than 80% of its products are exported to Russia. Later, the owner of the company decided to restructure the company, which resulted in additional delays. Now, the company is collecting commercial offers to select a consulting company that will start the implementation of ISO 9001 in all four factories of the Textile Trans group.

Tomat KG's supply chain was strongly impacted by the Russian-Ukrainian conflict as the company purchases tomato seeds and fertilizers in Ukraine. The supply chain from Ukraine and the sowing season almost failed. Tomat KG had to immediately search for tomato seed suppliers. Luckily, the company managed to find a supplier in Italy that delivered tomato seeds right before the start of the sowing period. Additionally, the company employs three Ukrainian agronomists and only one agronomist was able to leave Ukraine and come to Kyrgyzstan. Considering the global food shortage, Tomat KG decided to discontinue the project and focus on increasing the production of tomato concentrate, for which the company leased an additional 220 hectares of land.

In **Tajikistan, Farovon-1**, with support from USAID/FGI consultants, fully implemented the Kaizen system in one of its companies – flour mill Khubjam Invest. The management of Farovon-1 decided to scale Kaizen implementation and expand it to all other operations of the holding. Implementation of Kaizen methodology will improve the productivity, effectiveness, and safety of the company, lead to higher customer satisfaction, and make the company more attractive for foreign investments.

USAID/FGI helped **Farovon** complete a methodological base of the Company's food safety policies (regulatory framework and risk analysis) and implement FSSC 22000 standards. In October 2022, the company plans to undergo an audit for food safety certification. USAID/FGI helped **Khubjam Invest LLC** (one of Farovon's holding companies) pass an independent United Nations World Food Program (UN WFP) audit in April 2022. As a result, the company was included in the UN WFP's register of international suppliers of fortified flour (first in Tajikistan) and, in July, won the UN WFP tender for the supply of fortified flour to Afghanistan.

USAID/FGI assisted **Nohid** in developing and drafting a marketing ad branding strategy and expanding its social media marketing. This strengthened the company's visibility in local and regional markets, helped to increase production, expanded market share with more efficient use of funds, and focused on the most profitable products.

In **Turkmenistan**, USAID/FGI supported a **confectionery company, Burkut**, in expanding its catalog of baked goods and confections with the help of a technologist. Company staff underwent 11 days of training on proper equipment use and 8 days of training on the management,

implementation, and monitoring of technological processes for the production of bakery and candy products. Thanks to expert support, the company received certificates of compliance for three products from the Ministry of Health and Medical Industry of Turkmenistan. As a result, Burkut created 80 new jobs, improved 32 existing jobs, increased sales by 37%, established a partnership with 5 other companies, and exported products to Azerbaijan.

USAID/FGI provided an intensive four-day training course on ISO 22000 Food Safety Management System (FSMS) compliance on June 6-9, 2022, for fifteen employees of **Standard Hyzmat**. Participants were introduced to the principles of ISO 22000 and were equipped with the knowledge and skills to support an organization in establishing, implementing, managing, and maintaining an ISO-based FSMS. Standard Hyzmat plans to expand its presence into all five regions of Turkmenistan to provide affordable consulting services on implementing international management standards.

USAID/FGI organized an intensive five-day training course on **ISO 27001 Information Security Management System (ISMS)** adoption on June 13-17, 2022. A total of 18 employees from leading consulting companies in Turkmenistan and Uzbekistan attended the training and gained the knowledge needed to support companies in establishing, implementing, and maintaining an ISO-based ISMS.

USAID/FGI has been supporting confectionery producer **Balam** to comply with the quality management system ISO 9001 and food safety management system **ISO 22000** to help the company improve operational efficiency and effectively identify and manage food safety risks and hazards.

USAID/FGI organized a six-month training for **Halk Hazyna**. The training helped the company improve the staff's technical skills, institute proper quality control, finetune the troubleshooting system, and implement more efficient production standards. With the adoption of new approaches and recommended upgrades, the company reduced losses, increased profitability, and introduced more lightweight and eco-friendly packaging solutions, enabling Halk Hazyna to grow its client base and expand exports to Georgia, Turkey, Uzbekistan, and Ukraine. In March 2022, the company received a certification in **Quality Management System ISO 9001 and Food Safety Management System ISO 22000**, opening doors to new international markets and signaling to customers that the products they purchase from Halk Hazyna are safe, reliable, and of high quality.

On June 15, 2022, USAID/FGI in partnership with **Ashgabat Stock Exchange (ASE)**, awarded certificates to professionals for successfully completing training courses on brokerage services and securities issuance. Training sessions took place in April-June. Two sessions were held for brokers and two for issuing companies. As a result of this initiative, ASE has increased the number of private securities brokers by 25 and provided information to 45 owners and managers of Turkmen companies on raising capital by issuing corporate bonds and stocks. Currently, USAID/FGI and ASE are working on a roadmap to lay out a blueprint for creating a resilient and well-functioning capital market.

In **Uzbekistan**, USAID/FGI helped the **Association of Private Tourism Agencies of Uzbekistan (APTA)** to develop a draft classifier for family guest houses, enabling family guest houses in Uzbekistan to receive rating stars. The draft classifier was sent to the Ministry of Tourism and Cultural Heritage of the Republic of Uzbekistan for review and approval. USAID/FGI, jointly with the **Association of Private Tourism Agencies**, held the international tourism exhibition "Tashkent Travel Mart 2022", which featured 90 tourism organizations from Uzbekistan and around the world, including Germany, Austria, Spain, and Israel, among others. Foreign and local tour operators, travel agencies, hotels, banks, online service providers, and insurance companies took part in the event, which featured representatives of green technology industries and local family-run guesthouses for the first time. The event gave tourism representatives the opportunity to discuss shared challenges as well as proposed solutions. Participants also connected with potential clients and new partners to establish cooperation agreements.

NGO «Ma`rifat Manbai» is implementing the “National Handicrafts” project to train women and girls in a profession and provide them with jobs in one of the most populous regions of Uzbekistan - Kashkadarya. Girls and women showed great interest and, as a result, trainings were started in four locations at once: Shakhribaz and the villages of Uyli, Avazmalik, and Varganza. As a result, 60 women were trained, and they are already fulfilling orders and earning money. An agreement on cooperation was signed with the Karshi branch of the Republican Hunarmand Association. Both sides will organize trainings for women and girls in the region.

Uzbekistan Textile and Garment Industry Association Uztextileprom has launched the first Financial Textile Platform project. The "Uztekstilprom" Association and "Lendingstar Pacific Pte Ltd" (Singapore) companies intend to cooperate, within their competence, to create a unified electronic trading and financial platform – Lendingstar – among textile, clothing, and knitwear enterprises of Uzbekistan. A preliminary list of 220 exporting enterprises, potentially interested in financing through the electronic platform, has been compiled. More than 70 enterprises from this list were sent letters with the proposal to cooperate with the presentation of the platform. Preliminary negotiations have been conducted with 7 companies.

COMPONENT 3: BUSINESS ENABLING ENVIRONMENT

- **Overall approach**

USAID/FGI works with government authorities and private sector actors to improve the business enabling environment (BEE) for a more dynamic and innovative Central Asian economy. During the policy-making process, USAID/FGI helps ensure that new or upgraded policies reflect international best practices and considers ways to structure policies so that enterprise competitiveness is enhanced. In addition, USAID/FGI activities focus on emerging ‘economy of the future’ issues, such as e-commerce, start-ups, and venture capital as the basis for deploying and adopting new and innovative business models and solutions.

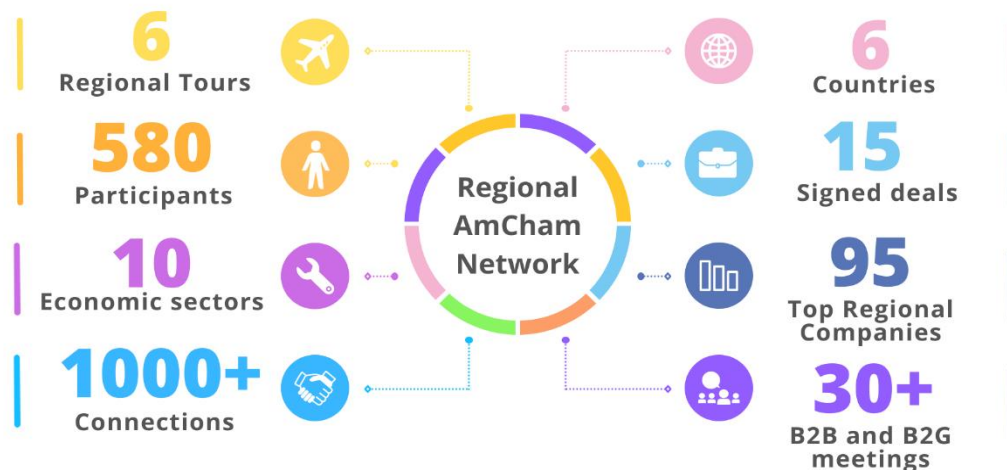
- **AmCham activities to build public-private dialogue**

A major achievement in Y3 was the official signing of the **AmCham Memorandum of Understanding** and long-term partnership agreement for close regional collaboration among three Central Asian American Chambers of Commerce and AmCham Turkey. Expanding business linkages into the broader Eurasia region provides opportunities for stronger cross-border cooperation and regional policy dialogue that are critically important in times of economic downturn and uncertainty.

With soaring inflation, disturbed supply chains, and intermittent financial inflows, the AmCham Regional Network continues to represent one solid policy and business platform for channeling the interests of private sector member companies, market leaders, and various foreign and US investors in the region. By supporting diverse AmCham programs, USAID/FGI helps enhance regional business connectivity across Central Asia and further spurs economic growth, prosperity, and resilience in participating countries and the region. It's a showcase of unity and stability proven to work in challenging economic times.

In February 2022, a regional group of AmCham member companies attended the largest **Gulfood** sourcing event in the Middle East. As a result of this visit, one of the participating companies from Tajikistan managed to secure a long-term partnership agreement worth \$500,000 per year and a contract for bottled mineral water supply to the Middle Eastern market.

“Regional AmCham Network” in action –USAID promoting regional private sector engagements with active AmCham member companies through the USAID Future Growth Initiative:



Another distributor from Uzbekistan negotiated a fresh fruits, juice, and fish delivery to Central Asia, resulting in a turnover increase of almost \$700,000 in the first contract year. Thanks to the joint AmCham regional business exchange and cooperation, the cross regional commercial partnerships have almost doubled, and more companies have started to trade and do business together.

In September 2022, a group of sixteen Regional AmCham member companies actively participated in a high-level **Digital Trade and Women’s Economic Empowerment** forum organized by the Commercial Law Development Program (CLDP) under the United States Department of Commerce.



Government officials, civil society, and private sector representatives from Central Asia and the United States gathered in Istanbul, Turkey to identify digital trade challenges and suggest recommendations for developing an inclusive and secure digital infrastructure and a legal enabling environment that can serve as a strong foundation for digital trade across Central Asia.

Alongside the CLDP forum, the Regional AmCham delegation took part in a two-day Business-to-Business exchange and cross-border collaboration with AmCham Turkey and members of US companies. Private sector participants visited a leading technology hub MEXT and digital model plant. The group has engaged with local representatives from CISCO and 3M – leading US innovation companies – to build links and learn best practices for modern technology transfers in manufacturing.

- **Economist Impact Policy Activities**

During the reporting period, the Economist Impact (EI) finalized a comparative study “Responsible Supply Chains: ESG considerations impacting multinational companies’ supply chain decisions” developed with the support of USAID/FGI. The report explores how Environment, Social, and Governance (ESG) standards considerations impact multinational companies’ investment and supply chain decisions in the food and beverage and textile and apparel sectors.

The study builds on a global survey of 200 corporate executives across both sectors across the UK, European Union, US, UAE, Turkey, India, and Pakistan that reveals Multinational Companies’ (MNC) ESG priorities, challenges with addressing them, and expectations of suppliers’ ESG performance. Efforts to improve coordination and collaboration between businesses, NGOs, international bodies, and national and local governments are needed to build on the current critical mass of MNC efforts to develop and implement ESG plans.

In April 2022, the Economist Impact, jointly with USAID/FGI, hosted two virtual roundtable workshops for Central Asian companies from the food and beverage and textile and apparel sectors, presenting the essential findings and recommendations.

- **Business Enabling Environment**

In Y3, the USAID/FGI Business Enabling Environment (BEE) team worked on the reforms through the introduction of best international practices of commercial legislation such as digitalization, e-commerce, venture capital development, securities market development, simplifying procedures and processes, strengthening competitiveness, implementation of international standards and certifications areas, and in achieving sufficient buy-in from host country governments. This strategy has been very successful, resulting in *ten significant results* achieved in Y3.

- Kazakhstan - adoption of 2 laws on implementing Smart Regulation.
- Tajikistan - adoption of size range standard (SRS) for children clothing.
- Turkmenistan - state registration of two new food products.
- Uzbekistan - adoption of five changes/amendments in legal acts (eCommerce - 2 legal acts, G-RIA – 1 legal act, National Venture Capital Fund -1 legal act).



Events between government and business leaders are particularly encouraging changes on the regional level and in the countries, though much work remains in all countries. During the reporting period, FGI BEE conducted **five public-private dialogues** on the regional and national levels to discuss e-commerce integrity and improving the business environment.

All the results introduce the adoption of USAID/FGI recommendations through changes of and amendments to legal acts in close cooperation with key partners and governments at a very high level. The countries have adopted new or amended existing laws or packages of regulations, which represent steps forward and participation of business communities and the private sector in promoting a favorable environment for business operations.

- **Start-up Ecosystem & Entrepreneurship**

USAID/FGI worked with country-level governments, private sector counterparts (e.g., Uzbekistan Venture Capital Fund (UZVCF), Kyrgyz Software and Services Developer's Association (KSSDA), Venture Capital Fund in Tajikistan, Rysgal Bank in Turkmenistan), and international donors ADB & IFC to develop or enhance legislation focused on start-up enterprises and venture financing, which are critical for creating a platform promoting and enabling the proliferation and growth of innovative enterprises. In addition to fostering public-private dialogue within the start-up landscape, USAID/FGI has been working to build awareness of international best practices in removing barriers to start-ups and mobilizing start-up finance through business angel networks, venture capital, and commercial banking sectors.

- **E-Commerce Ecosystem and Digital Transformation**

In Y3, USAID/FGI continued working at both the regional and country level to strengthen e-commerce policies focused on enabling MSMEs and anchor firms to conduct online business domestically and across borders.



Figure 10: Photo credit FGI Participants of Regional Digital Trade & WEE Working Groups from Central Asia countries, September 5, 2022, Istanbul, Turkey

USAID/FGI facilitated **Digital Economy and e-commerce Dialogues (DEED)** to strengthen e-commerce policy by promoting and providing inputs to national e-commerce plans, conducting a series of webinars on best practices, and catalyzing region-wide public-private policy dialogues.

On September 5-8, 2022, USAID/FGI jointly with CLDP organized US-CA Regional Digital Trade Working Group in Istanbul, Turkey. The event was attended by 89 representatives from Central Asia countries, including state bodies, associations, and private sector players.

As a result of this event, a set of recommendations for e-commerce development in CA countries was designed and distributed to governments for consideration and further approval. USAID/FGI, in cooperation with CLDP, ADB and other donors, will provide required support and assistance with the implementation of recommendations approved by the governments.

In **Kyrgyzstan**, USAID/FGI provided support and assistance to the E-commerce Association working on e-commerce law recommendations and e-commerce Park development in Kyrgyzstan. In Tajikistan, USAID/FGI developed recommendations on a draft law concerning e-trade that is currently being reviewed by Parliament. In **Uzbekistan**, USAID/FGI has been working on the assessment of the e-commerce ecosystem that was requested by the Ministry for Innovation, Development, and Communication. The goal is to review potential benefits for sustainable e-commerce development in Uzbekistan, to improve e-commerce regulation, and the development of a country level e-commerce roadmap. In **Turkmenistan**, USAID/FGI introduced a road map for the development of an e-commerce ecosystem in the country. At the next stage, USAID/FGI will provide technical assistance along with the implementation of certain activities specified in the road map.

- **Investment Facilitation and Access to Finance**

In Y3, USAID/FGI started working on the development of the securities market ecosystem in Central Asia. The activity has been initiated in Turkmenistan and Tajikistan. In **Turkmenistan**,



Figure 11: Ceremony of awarding certificates to the participants of the USAID/FGI trainings, June 15, 2022, Yyldyz Hotel, Ashgabat.

USAID/FGI provided comprehensive training on brokerage services and securities issuance to 40 business professionals. The training aimed at increasing the number of brokers in the Turkmenistan market and laying the foundation for piloting bonds issuance by a domestic company.

Additionally, USAID/FGI provided expertise and technical support with identifying gaps in and providing recommendations to regulations that stipulate requirements for corporate bonds issuance in the country.

As part of the securities market development activity in Turkmenistan, USAID/FGI organized an in-person study tour to Almaty for Ashgabat Stock Exchange (ASE) management on August 15-19, 2022. The purpose was to review the Kazakh practice with securities market operations and institutional framework.



Figure 12: Management meeting of KASE and ASE on August 15, 2022, in Almaty in the framework of study tour in Kazakhstan.

As part of study tour, ASE met Kazakhstan Stock Exchange (KASE), Kazakhstan Central Depository (KACD), Astana International Finance Center (AIFC), Freedom Finance Holding, and the MOST Venture Fund. As a result of the study tour, ASE is planning to create the Central Depository in Turkmenistan as a

crucial part of the institutional framework required for successful operations of the securities market. Additionally, the securities market that USAID/FGI partners with has been assisting Turkmenistan with the development and launch of a private equity fund.

In Tajikistan, USAID/FGI has been providing technical assistance to the government on securities market assessment, identifying bottlenecks and gaps in regulations, and designing respective recommendations. The activity was initiated in August 2022 and targeted the arrangement of effective legal grounds and the institutional framework for successful operations and the further development of the securities market in the country considering best international practices.

USAID/FGI **sector-specific policy interventions** focused on regulation pertaining to industry and safety standards critical to customer protection and market access for firms. In September 2022, USAID/FGI, in close cooperation with the other USAID projects in Turkmenistan, 11 state agencies, and private sector representatives, discussed the value of ESG standards for Turkmenistan market expansion. USAID/FGI developed an ESG roadmap for the Government that promotes ESG principles through implementing a set of measures and action items designed considering best practices.

CROSS-CUTTING ACTIVITIES

- **Women**

In Y3, USAID/FGI continued working with the Ministry of Justice of Uzbekistan and the EBRD on **Gender Regulatory Impact Assessment (G-RIA)** regulation. USAID/FGI designed new

guidelines and methodology on ex-post Regulatory Impact Assessment (RIA). On August 4, 2022, USAID/FGI, in cooperation with EBRD Uzbekistan, conducted an online webinar to share international experience and practices on ex-post reviews of legislation. The event was attended by more than 20 representatives of regulatory oversight bodies of Uzbekistan. The participants discussed the possibility of practical implementation of the presented tools to improve respective regulations of Uzbekistan. As a result, USAID/FGI's recommendations were reflected in the draft presidential decree on improving the quality and efficiency of gender regulations in Uzbekistan. The draft decree was sent for government review. It is anticipated that the decree will be approved and will come into effect in 2023. It will include the assessment of social and gender impacts of regulations with an ex-post approach.

In September 2022, USAID/FGI received an official request from the Secretariat of the Consultative Council on the Improvement of Investment Climate under the President of Tajikistan ("Secretariat") for technical assistance in **analyzing the set of laws and regulations and identifying their impact on women entrepreneurship in Tajikistan**. The activity is targeted at assisting the government to explore the potential of market opportunities for women and providing more support for growth-oriented women entrepreneurs. USAID/FGI has initiated the activity and will process the analysis and development of respective recommendations for improving the women business environment in the country.

USAID/FGI partnered with the Ministry of National Economy of Kazakhstan, National Chamber of Entrepreneurs, the Center for the Development of Women's Entrepreneurship, and microfinance organization Arnur Credit to host three trainings on the **"Creation of Women Cooperatives"** which in total had 163 participants. On May 31 and June 1, 2022, 69 women from all countries of CA learned the basics of cooperatives; 38 women leaders learned the functions of cooperatives (Turkistan Oblast); and 56 clients of Arnur credit learned the functions of cooperatives (Shymkent Oblast). The study tour of Kazakhstan cooperative leaders in Issyk Kul, Kyrgyzstan included 10 participants who visited 7 cooperatives, a round table where Kyrgyzstan members of cooperatives discussed benefits and challenges within cooperatives' functions and a ToT where Kyrgyzstan's trainers received basic knowledge of cooperative functions. Ten activists are ready as Lead Trainers and have committed to training 200 women on the basics of women cooperatives.

USAID/FGI partnered with the Public Association "Woman Forum "Kurak" in the Kyrgyz Republic to organize **Woman Forum "Kurak"** on May 16-26, 2022. The goal was to raise awareness of the adopted Program for the Support and Development of Women's Entrepreneurship in the Kyrgyz Republic for 2022-2026. Forums were held in 6 cities: Naryn, Karakol, Balykchy, Kara-Balta, Tokmok, and Talas. A total of 588 women entrepreneurs participated in the event. As a result, women entrepreneurs learned about the support measures provided within the adopted program, existing programs, and projects that support women entrepreneurs, as well as training on the basics of financial literacy, principles of building a business strategy, and business development.

The **National Association of Business Women of Tajikistan** launched a new project "Business Accelerator for Women and Youth". Over 100 women entrepreneurs started the acceleration program, and 30 reached the final stage, which is the finalizing of their business plans and presenting them to the investment board with support from experienced mentors. The project focuses on improving business skills and generating employment opportunities for women.

In **Uzbekistan**, USAID/FGI, in partnership with the Astrum IT Academy, launched a project to train 200 female programmers in a six-month IT program. As of today, 115 participants learned to create websites, do layouts, and have their own project accounts. Eighty-five women successfully moved on to the next stage of the training. **Mitra Travel LLC** launched «Creating an IT Village» project in the Khorezm region with the aim of developing training programs in five IT directions. It is planned to select and train 100 participants, create an IT Village promotional

video, and organize a press conference on IT village activity. The call for participants has been posted.

In **Turkmenistan**, local consulting company **Orlan** launched the second round of the HME program. In total, 20 people, 18 of whom are women, signed up for the project. These participants underwent training on social media marketing, business model innovation, photography, and storytelling. Additionally, they participated in international e-commerce expert Fabian Stächelin's **eBay** workshops, which taught them how to open an eBay account, list products on eBay, and open a Payoneer account to receive payment from customers.

- **Youth**

USAID/FGI signed a grants agreement with Start-up Choikhona in **Tajikistan** to raise interest in entrepreneurship and identify talented and creative young people among university students. It is expected that 200 students from 10 local universities will participate in the events and 45 new jobs will be created. USAID/FGI continued developing the capacities of young IT professionals in Tajikistan through IT trainings and mentorship support programs. **Ilmkhona** provided software development and graphic design courses, which prepared market-ready IT professionals and employees in Tajikistan.

In total, 360 youth graduated from the Ilmkhona courses, and 152 of them have found new jobs or improved their current jobs. In 2022, USAID/FGI partnered with Alif Academy, IT Run, and Silk Road Professionals to provide IT trainings and mentorship. It is expected that at least 150 new and improved jobs will be created.

"Before studying at Ilmkhona, I had no programming experience, but through the training program and experienced instructors, I became a good programmer and realized my dreams and plans". Abdullo Sodikov, IT Developer, Tajikistan

In **Uzbekistan**, USAID/FGI partnered with the Namangan Engineering and Technological Institute's Department of Design and Technology of Light Industry Products and Department of Design in Namangan to co-host a **regional youth design workshop** in Namangan on May 16-20, 2022. Thirty-two designers, stylists, up-and-coming fashion designers, and students from Uzbekistan, Kyrgyzstan, and Tajikistan participated in seminars and master classes led by international designers and garment industry experts.

Trainers gave participants an introduction to the modeling business, hair and make-up trends, and fashion photography. Participants in the regional competition were winners of their respective national-level competitions held prior in Tajikistan, Kyrgyzstan, and Uzbekistan. At the regional event, 9 participants were selected to present their collections in a final fashion show. The competition brought attention to the region's critical role in textile manufacturing and the opportunity to further develop International Fashion Week as a driver of development.

MANAGEMENT OF MDF PORTFOLIO

In Y3, USAID/FGI announced and successfully managed two rounds of MDF grants solicitations. Based on additional allocated MDF funds, USAID/FGI announced on October 7, 2021, a new round of Annual Program Statement (#FGI-APS-2021-03) with the threshold of the requested amount of \$50,000. The APS details were posted on the USAID/FGI Facebook page, and a large-scale targeted mailing was distributed among organizations. A total of 87 concepts were received throughout Central Asia.

The Grant Evaluation Committee approved 15 projects for further consideration and funding. May 7, 2022 was the deadline for FGI-APS-2022-04, the last round of MDF solicitation. A total of 71 concept papers were submitted and 26 concept papers proceeded to the full application stage. The Grant Evaluation Committee selected 14 projects that were later approved by USAID. At the same time, 3 unsolicited projects submitted in Tajikistan were approved for funding.

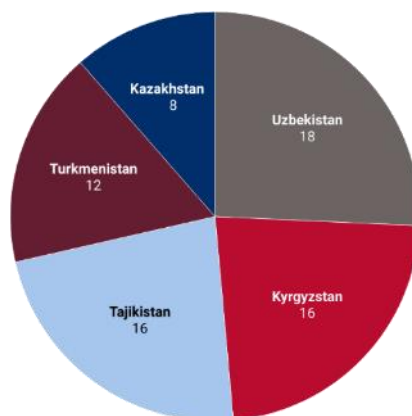
During the reporting period, USAID approved additional MDF funds as follows:
 \$900,000 – Central Asia Region MDF projects.
 \$110,000 – Uzbekistan rural underdeveloped area.

The current implementation status of projects approved during the five rounds is presented on the following table:

Country	Approved Projects	Cancelled	Succeeded	Active	Grants approved, RFA-01, APS-01, APS-02, APS-03, APS-04	Total approved funds in %	Total amount of grants paid as of Y3Q4 in USD	Total amount of grants paid as of Y3Q4 in %
Kazakhstan	9	1	6	2	\$501,976.74	17%	\$ 414,976.74	83%
Kyrgyzstan	17	1	2	14	\$575,127.60	19%	\$ 205,653.35	36%
Tajikistan	16	0	5	11	\$567,172.12	19%	\$ 235,051.15	41%
Turkmenistan	14	2	2	10	\$531,781.69	18%	\$ 194,312.98	37%
Uzbekistan	21	3	7	11	\$801,747.40	27%	\$ 495,081.17	62%
Total	77	7	22	48	\$2,977,805.55	100%	\$1,545,075.39	

Thus, USAID/FGI has **\$32,194.45** of MDF funding left, which is planned to be spent on the Aral Tenezi project as recommended by USAID. The diagram below shows the number of actual grant projects upon 5 rounds of MDF grant program:

The actual number of projects after five rounds



Created with Datawrapper

MONITORING, EVALUATION & LEARNING

Y3 activities demonstrate the achievement of 10 out of 12 target indicators:

Indicator	Target	Actual
Investments	\$50 mln	\$77.4 mln
Sales increase	18%	141%
Organizations/companies with improved business performance	80%	92%
Improvement of legislation	10	15

The indicators which were not achieved:

Indicator	Target	Y3 Actual	Percentage Achieved
Creation/improvement of jobs	20,000	9,447	47 %
Co-financing	\$4,000,000	\$2,138,848.49	54%

The downward trend of COVID-19 enabled USAID/FGI to become more active in working with partner organizations and in reaching their targets. Co-financing from partners increased by 10%, totaling approximately \$5 million. This demonstrates that partner organizations trust the USAID/FGI project and are ready to co-finance activities.

COMMUNICATIONS AND OUTREACH ACTIVITIES

During the reporting period, communications activities focused on developing effective and scalable communications materials and models to promote the project to target audiences and the general public. The goal was to disseminate project outcomes and impact to all stakeholder groups.

To promote USAID/FGI activities and partnerships, **25 OIs**, **6 press releases**, and **14 success stories** were published on USAID’s website and communications platform Exposure. In addition, the USAID Central Asian Bi-weekly Report published **38 bullets featuring USAID/FGI’s achievements and activities** hosted during Y3. In Y3, USAID/FGI released **4 newsletters** to reach target audiences, which include USAID’s CAR, Kyrgyzstan, Tajikistan, Turkmenistan, Uzbekistan, the donor network in Central Asia, public and private sector networks in Central and Asia, and FGI MDF grantees and partners.

USAID/FGI increased its visibility in Central Asia and beyond with **610 mentions** in print, broadcast, and online media outlets. In addition, **802 publications** were posted on social media and USAID/FGI accumulated **1,438 subscribers on Facebook**. USAID/FGI’s Instagram account has **414 publications** and **334 followers**. See ANNEX V for a complete list of media coverage of the FGI’s activities in Year 3 and ANNEX VI for success stories released.

ENVIRONMENTAL COMPLIANCE

Among the 35 projects supported by Grant Evaluation Committee during the last two APS calls, one project from Kyrgyzstan and two projects from Tajikistan were categorized as Negative Determination with conditions requiring Environmental Review Checklists (ERC). USAID/FGI prepared ERCs with environmental monitoring and mitigation plans, which were approved by USAID’s Environmental Specialist. See ANNEX V: Environmental Compliance.

CHALLENGES AND LESSONS LEARNED

- The Russian/Ukrainian conflict and related uncertainties with financial transactions, currency fluctuation, supply chains, and market access disrupted USAID/FGI partners’ focus from project implementation to focus more on urgent business needs. These issues, together with a reduction of local population purchasing power (linked to reduced migrant remittances from Russia), may require them to delay their expansion or investment projects/activities.
- COVID-19 related restrictions on importing/exporting and transportation of goods from China continues to have a negative impact on Tajik SMEs that experience delays and uncertainties in receiving their goods or equipment.
- The continued suspension of international flights made it challenging to complete projects on time. Many project activities involved engaging foreign experts to provide in-person consultation to USAID/FGI’s partner companies. In some cases, the companies

managed to work with overseas experts online. However, in most cases, it was necessary for experts to be present in-person. Therefore, many planned activities had to be replaced.

- P4P consultants continue identifying companies operating in “non-USAID/FGI” industries with large, uncovered investment needs. It will be useful to consider their inclusion in the investment pipeline of USAID/FGI for further submission to investors and lenders first and to extend the P4P scheme beyond the sectors covered by USAID/FGI. Women in Central Asia need not only trainings but practical assistance and on-job coaching and mentorship for the start of a business, a cooperative, or a foundation. The intervention will be more sustainable with links between theoretical and on-the-job training, providing access to finance and markets, and hands-on practical support.

PLANNED ACTIVITIES FOR NEXT QUARTER

- USAID/FGI will partner with StrategEast to hold an IT Eurasian Forum in Samarkand, Uzbekistan, on October 24-25, 2022. The Forum will bring together representatives of global and local tech companies, governments, international financial institutions, and development agencies. It provides an opportunity to discuss what needs to be done to enhance the innovative economy across the region and assist Eurasian countries with their integration into the global economy.
- USAID/FGI, in partnership with the EBRD, USAID’s Youth Development Activity, MOST Ventures, and Ashgabat Stock Exchange, will organize an Angel Investors School program (i.e., a series of trainings for Turkmen entrepreneurs aspiring to become angel investors).
- USAID/FGI, jointly with Microsoft and a local consulting company, will organize a start-up incubator to help Turkmen women develop and improve their IT skills and provide them an opportunity to launch their businesses or advance their careers. At the end of the program, the top five winners will get an invitation from Microsoft to join its international acceleration program.
- USAID/FGI will support 10 textile companies in Uzbekistan to participate in Barcelona Textile Expo. During the business trip, it is expected that B2B meetings will be organized with Spanish brands to establish trade relations and export Uzbek textiles.

ANNEXES

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ANNEX I. FGI MDF & PARTNERSHIP PORTFOLIO

KAZAKHSTAN

ORGANIZATION / SECTOR	PLANNED ACTIVITIES / EXPECTED OUTCOMES
MAGNUM CASH & CARRY (ICT, E-COMMERCE) (MDF)	FGI had a meeting with Magnum in Uzbekistan and discussed sales unlocking opportunities for Central Asian producers. Especially interesting is the exporting of tomatoes to Magnum retail chain in Kazakhstan. Expected End Date: 12/31/2022
BAYAN-SULU (FP) (MDF)	Bayan-Sulu has signed a loan agreement of approximately \$4 million with a local bank to acquire three production lines for the expansion of its product range. Bayan-Sulu has completed an IT Audit, which is needed for the development of an Enterprise Resource System. The outcomes of the audit are serving as the base for an ERP system selection. To launch the procurement process, Bayan-Sulu needs to complete the following stages: (1) assembling a project management team, (2) hiring consultants to formulate ToR for the selection of the ERP system, (3) announcing a competitive bid for the purchase of the ERP, (4) selecting the ERP and initiating the three remaining steps: (5) installing of the ERP, (6) migrating the existing data into the ERP, (7) testing and roll-out. (8) New waffle line put into operation, at the first stage, 11 new jobs were created. The end date of the project is extended to December 31, 2022, due to the grant agreement amendment. Expected End Date: 12/31/2022
ACTIVITIES ON WOMEN'S ENTREPRENEURSHIP	FGI is developing a SoW for the financial literacy program and works on the follow-up actions on Women Cooperatives for clients of the WRCs. Follow-up program on the development of women cooperatives. Study Tour and Training for Kazakh entrepreneurs interested in the creation of cooperatives. Expected End Date: 12/31/2022
P4P	1 Sales Project Stages: Selection of the ten anchor companies or products produced in the Central Asian Region that may be of interest to the Kazakhstan market; Find distribution networks in the Kazakhstan market or formulate a distribution channel for each product/company. 2 Investment Facilitation: Kazakhstan and Uzbekistan: Identify up to ten anchor firms with viable growth opportunities and investment needs. Expected End Date: 03/31/2023
ESG	Selection of 2-3 companies for the piloting of an USAID's FGI's self-assessment tool; Improving of the ESG structures in partner companies to attract investment and integrate into global supply chains. Advisory needs assessment of companies in the designing and implementation of ESG.

	Expected End Date: 12/31/2022
ALIE	At present, light industry enterprises are facing an issue in finding new ways for the development. The FGI project addresses the questions on how to solve the challenges arisen in enterprises in the rapid development of the industry. Expected End Date: 12/31/2022
KFP (NON-MDF)	USAID/FGI plans to provide technical assistance around HRM that will allow the company to improve jobs and attract investment. An improvement will affect around 4000 people. Expected End Date: 12/31/2022

KYRGYZSTAN

ORGANIZATION/ SECTOR	PLANNED ACTIVITIES / EXPECTED OUTCOMES
AGRO KUSH LLC (F&B) (MDF)	<p>The aim of the project is to assist in the development of industrial poultry production. Agro Kush is the first industrial poultry farm in Kyrgyzstan, growing broilers of the breed “Ross 308.” The company has completed construction of two new poultry houses, bringing the total to 24 poultry houses, which together can accommodate up to 500,000 broilers at a time. The company also completed the implementation of the FSSC 22000 food safety standard, successfully passed the certification audit and is awaiting the issuance of the certificate from SGS. Three foreign consultants continue to work in the company (two from Turkey and one from Germany) in the following areas: Broiler Incubation and Breeding, Veterinary, Broiler growing and Production of pelleted feed, poultry slaughtering and processing. The company plans to expand and build another 24 poultry houses, the company participates in a tender announced by the local government to obtain a land plot.</p> <p>Expected End Date: 12/30/2022</p>
TOMAT KG PEASANT SEED FARM (MDF)	<p>Being a leader in the Kyrgyz market for tomato concentrate production, Tomat KG implements a project aimed at improving the quality of products and increasing the potential of the company by introducing international standards of GLOBAL G.A.P., EU 834 and JAS and creating a training center. The Russian-Ukrainian conflict and the imposed sanctions had a strong impact on the supply chain of Tomat KG since the company purchased tomato seeds and fertilizers in Ukraine. This conflict stopped the supply chain from Ukraine and this sowing season almost failed. Tomat KG had to immediately search for tomato seed suppliers. Luckily, the company managed to find a supplier in Italy and delivered tomato seeds right before the start of the sowing period. Also, the company employs three Ukrainian agronomists and only one agronomist was able to leave Ukraine and come to Kyrgyzstan. Due to these circumstances, Tomat KG has temporarily paused the implementation of activities before the stabilization of operations of the company.</p> <p>Expected End Date: 12/30/2022</p>
ALAIKU ORGANICS (F&B) (MDF)	<p>The project is aimed at introducing IT solutions for effective work with farmers and farms in the southern regions of Kyrgyzstan. The company has developed ToR for the development of software for the digital recording of milk collection, analysis, and monitoring of collected milk from farmers and is looking for IT company, that perform this task.</p> <p>Expected End Date: 12/30/2022</p>
KYRGYZ CASHMERE (LIGHT INDUSTRY) (MDF)	<p>The project is aimed at transferring the technology of industrial cashmere dehairing. The dehairing process involves many nuances, variables, and irregularities within the different types of fiber the company expects to process, and FGI plans to provide an assistance in inviting of a specialized company that will train the staff to source/purchase quality fiber, oversee the proper scouring of this fiber, correctly sort the fiber into quality categories, and correctly operate the machines to dehair all the various fiber types: cashmere, camel, and yak. The company received the necessary equipment for the production of cashmere yarn and made its initial installation and is waiting for the arrival of engineers to carry out equipment setup and start-up and</p>

	<p>commissioning works. The company has selected a contractor to set up the production technology and train the shepherds, who will start work as soon as the equipment is set up. Expected End Date: 04/30/2023</p>
<p>TEXTILE TRANS (LIGHT INDUSTRY) (MDF)</p>	<p>The project is aimed at improving the efficiency of the company's management, its business processes and the introduction of a process approach in the company's work and interaction between factories. Textile Trans is the only company in Kyrgyzstan that implements a cluster development model from growing cotton to ready-made clothing, and it is important for the company that factories interact effectively with each other and use their full potential. The company experienced a cash gap and shortfall in income due to the currency fluctuation resulting from the Russian-Ukrainian conflict as more than 80% of products are exported to Russia. Due to this situation, the company slightly delayed the start of the project. However, at the end of June 2022, Textile Trans sent a request for proposals to the potential contractors and is waiting for the receipt of the commercial offers. It is expected that from the next quarter, the company will start the implementation of ISO. Expected End Date: 12/30/2022</p>

TAJIKISTAN

ORGANIZATION/ SECTOR	PLANNED ACTIVITIES / EXPECTED OUTCOMES
<p>NATIONAL ASSOCIATION OF SMALL AND MEDIUM BUSINESSES (IT) AND BABILON-M (MDF)</p>	<p>The project's main goal is to create conditions for promoting e-commerce in Tajikistan. In particular, the project plans to train and connect more than 7,000 merchants (sellers of goods and services) to e-commerce by introducing the Babilon QR code system. This system was developed based on a single QR code and provides tools to promote their products and services. The project will facilitate the opening of an internet store by target merchants, either on the e-marketplace, or with a third part and will support the development of transport/logistics companies and will connect them to the system and provide services for the supply of goods purchased over the Internet. The project will support a start-up of the Babilon-T's E-commerce Academy and will promote outreach campaign to increase general population awareness about e-commerce.</p> <p>As of the end of the Quarter, over 4500 merchants are connected (over 1900 this quarter), 30 online stores, 4 e-marketplaces, 6 logistic companies are connected to the system and 4 financial institutions joined as partners•</p> <p>Babilon Academy launched its entrepreneurship development program and conducted three 5-day ecommerce courses. Total 34 representative of SMEs graduated from the courses.</p> <p>The project is extended until November 2022</p>
<p>NATIONAL ASSOCIATION OF BUSINESSWOMEN OF TAJIKISTAN (MDF)</p>	<p>The project's primary goal is to help and assist aspiring start-up women and young entrepreneurs with great potential who have business ideas. NABW will create a Business Accelerator for Women and Youth that will provide a range of programs to accelerate the development of start-ups through training, mentoring, financial and expert support, and creating a catalytic environment for business development. BA will help start-ups find and implement new products, find their niche in the market, introduce them to innovative digital solutions, create a portfolio of digital products, and increase the number and quality of additional paid services. At least 30 new start-ups will graduate from the program and receive funding and over 100 new jobs will be created as a result of the activity. USD 300K financing will be facilitated.</p> <p>Expected end date: January 31, 2023.</p>
<p>ALIF ACADEMY IT MENTORSHIP, PROGRAM (NON-MDF)</p>	<p>The USAID FGI TJ team plans to further support development of IT professionals in Tajikistan and launched a mentorship program to take Tajik programmers to the next level. For this, the project partners with a local training institution Alif Academy and experienced programmers-mentors.</p> <p>Mentors will train and mentor students (Junior level programmers) to develop their practical skills. The partner organization will be responsible for the administrative part of the project and work with trainees (advertising the program in social networks, selection of participants together with mentors, providing support to mentors and mentees, evaluation of the work of mentors, reporting, etc.)</p> <p>Results: at least 60 new and improved jobs in IT sector including at least 20 trainees involved in outsource (working with foreign companies) activities.</p> <p>Expected Project End Date March 31, 2023</p>

TURKMENISTAN

ORGANIZATION/ SECTOR	PLANNED ACTIVITIES / EXPECTED OUTCOMES
YUPEKCHI (FOOD PROCESSING) (MDF)	<p>The project plans to co-fund the implementation and certification of the Halal Food Safety Management system and participate in “F Istanbul” and “FoodExpo Kazakhstan” trade shows. Also, as part of the Export Platform program, USAID will continue supporting the company in finding buyers and partners in international markets. The project's expected outcomes are exported BOLD beverages to Kazakhstan (achieved) and possibly other Central Asian countries and an EBRD loan approval.</p> <p>Expected End Date: 12/31/2022</p>
ENTREPRENEUR RAVSHANOV BATYR (HASABYM) (IT) (MDF)	<p>The project plans to hire a marketing agency to promote Hasabym software on social media and hire a professional consultant to search for clients in Kazakhstan and Uzbekistan. The project's expected outcome is the successful sale of Hasabym software in Kazakhstan and Uzbekistan, making it the first-ever software export from Turkmenistan.</p> <p>Expected End Date: 12/31/2022</p>
ENTREPRENEUR BEGJANOVA AMANDURSUN (BALAM) (FOOD PROCESSING SECTOR) (MDF)	<p>The project plans to expand the production line of croissants and set up new production lines of bamboo biscuits and oatmeal cookies. Additionally, the company is planning to implement and certify to ISO 9001 and ISO 22000, develop a business plan for EBRD and implement an ERP system, either SAP Business One or 1C. Also, within the Export Platform program framework, USAID/FGI will support the company in expanding into international markets. The result will be launching new confectionery products, securing EBRD investment, creating jobs, increasing sales, and exporting to neighbouring countries.</p> <p>Expected End Date: 12/31/2022</p>
ENTREPRENEUR KAKABEGOV KUVVAT (100HARYT) (E-COMMERCE)	<p>The project plans to help 100haryt develop and implement a delivery management system that will allow the company to carry out seamless, hassle-free delivery operations with real-time management and tracking of drivers. Also, as part of the project, it is planned to hire an architecture firm to help 100haryt develop Terms of Reference for the construction of an improved e-commerce logistics base. The project's expected outcome is the digitization and streamlining of 100haryt's business operations and the expansion of 100haryt into all five provinces.</p> <p>Expected End Date: 12/31/2022</p>
ENTREPRENEUR ORAZOVA AYGUL (STANDART HYZMAT) (CONSULTING)	<p>The project plans to provide employees of consulting companies such as Standart Hyzmat, MCT Agency, Arassa Nusga, Hil TM, and Cert International with training on implementing and auditing the Halal standard and Information Security Management standard ISO 27001. The project will also co-fund the consultants' registration as auditors with the International Register of Certificated Auditors (IRCA). As part of the project, Standart Hyzmat employees will also undertake business and soft skills training based on the Training of Trainers model. The project's expected outcome is opening new office branches by Standart Hyzmat in all five provinces of Turkmenistan and implementing ISO 27001 and the Halal standard by trained consultants at Turkmen companies.</p> <p>Expected End Date: 09/30/2023</p>

UZBEKISTAN

ORGANIZATION/ SECTOR	PLANNED ACTIVITIES / EXPECTED OUTCOMES
ASSOCIATION OF PRIVATE TOURISM AGENCIES OF UZBEKISTAN (TOURISM) (MDF)	<p>Association of Private Tourism Agencies of Uzbekistan (APTA) is implementing the second phase of the project «Development of CBT-tourism in Uzbekistan, through the improvement of professional competencies of rural residents». APTA organized seven 3-day trainings on effective management of family guests houses in Namangan, Andijan and Ferghana for the owners of guest houses and potential owners of guest houses throughout July. 133 participants were trained during the workshops. The participants successfully mastered such topics as the basics of the organization of the family guest house, architectural, planning, engineering and sanitary conditions, management of the guest house, guest reception, catering and leisure activities, etc.</p> <p>Expected End Date: May 2023</p>
NGO «MA`RIFAT MANBAI» (TEXTILE) (MDF)	<p>NGO «MA`RIFAT MANBAI» is implementing National Handicrafts project to train a profession and provide jobs for girls and women in one of the most populous regions of Uzbekistan - Kashkadarya. Upon successful completion of the first cohort of trainings the project has launched the second cohort with some delay. This is due to the recent government decree stating that NGOs need to get approval by their national partner before implementing the donor projects. «MA`RIFAT MANBAI» has prepared the road map and received approval for project implementation. The selection of participants for the second cohort has started.</p> <p>Expected End Date: Feb 2023</p>
ASTRUM IT ACADEMY (IT) (MDF)	<p>Astrum IT Academy under FGI co-funding assistance has designed the IT training program for young women including training courses to acquire IT professional skills. As of today 115, participants are studying on the QWASAR platform. Since July there have been 2 courses per week on soft skills through the zoom platform. 25-30 girls left the course after completing the computer literacy course of their own free will because they found a job. During the Frontend course, the female students learned to create websites using HTML, C, C++, Java Script. Students can easily do layout and have their own projects. In addition, the participants passed the intermediate inspection and successfully moved on to the next stage of training. Students actively participate in all Astrum IT Academy events. On August 12, participants met with Sarah Wall, FGI Project Director, to share their achievements and progress. Students also participated at the kick-off new USAID Youth Workforce Development Program held at Astrum IT academy and talked about their progress to the high-level visitors of the event.</p> <p>Expected End Date: Feb 2023</p>
IWPf SHARQ AYOLI (E-COMMERCE) (MDF)	<p>International Women's Public Foundation "Sharq Ayoli" continue its project «Woman and Digital Economy» by covering the new regions of Uzbekistan. The seminar trainings on the basics of e-commerce for women-entrepreneurs from Djizzak, Samarkand and Namangan were held since the start of the project. The seminars were attended by almost 800 female entrepreneurs and women starting their own business from Djizzak, Samarkand and Namangan regions. During the seminars, trainers on e-commerce development provided the participants with information on the concept of e-commerce and its distribution areas: marketing and sales promotion, creation and development of online stores, the experience of global and local trading platforms, legislative frameworks, etc. As part of the seminar, a questionnaire was administered and a database of female participants was compiled to provide feedback on assistance in creating and developing their businesses using e-commerce, as well as to provide targeted</p>

	<p>assistance. The seminars were held in an interactive format and the participants received certificates upon their completion. Expected End Date: Feb 2023</p>
<p>IT PARK (IT) (MDF)</p>	<p>In the third quarter of Year 3, IT Park has held several activities in the framework of Tumaris.Tech in Central Asia project. On July 15, 2022, there was a Pitch Day for start-ups in the incubation program and on July 16, 2022, a Pitch Day for start-ups in the acceleration program. Beginning teams with a start-up idea and more experienced teams with an established business model and MVP participated in the selection process. A total of 148 applications were accepted, of which 71 projects appeared on Pitch Day. Each project was given 3 minutes to present its products and 2-3 minutes to talk to the jury. As a result of Pitch Day, 16 projects from Uzbekistan, 15 from Kazakhstan, 12 from Kyrgyzstan, 2 from Tajikistan and 1 from Turkmenistan were selected for incubation and acceleration programs. Incubation and acceleration programs started on July 18 and are conducted in Russian for 3 months in an online format. At the programs, the participants will receive educational and strategic sessions with international experts, tracking with trained specialists, workshops on public speaking and time management, consultations on issues of interest, and networking among the start-up community.</p> <p>The best projects will be able to visit the international exhibition of start-up projects in Tashkent. In addition, the most promising projects will have access to the investment platform, so they can find an investor to implement their project. With the start-up projects in the acceleration program are worked with by specialists who have been trained at the Tracker School. Individual weekly meetings are scheduled with each start-up, where team problems are solved, goals and plans are set, and hypotheses are worked through. An agreement was reached with Yandex Cloud to provide cloud servers for the start-up projects undergoing the acceleration program. In addition to the main product, each project will also be able to receive a grant of \$5'000 to use additional services. Expected End Date: Feb 2023</p>
<p>PF FUTURE BEGINS TODAY (TEXTILE) (MDF)</p>	<p>Kelajak Bugundan Boshlanadi Public Association with the support of USAID's FGI is implementing Ferghana Valley Fashion Week project. After successfully holding the event in May, the association is now working on the developing a strategic plan for fashion week 2023. For this purpose, it was carried out activities on maintaining partnership and contacts with main stakeholders (meetings in Fergana and Namangan with representatives of fashion industry, invitation of an expert from Germany), formation of events and activities for Fashion Week 2023, considering experience gained from holding Fashion Week 2022 in Namangan. Another task for the last quarter was preparation of the IT version of the fashion show. The video materials with almost 200 GB of space were professionally processed and prepared:</p> <ul style="list-style-type: none"> 1 video about the Young Designer Contest on May 25, 2022 (50' long) 11 videos of each professional designer showcasing their collections at the May 26, 2022, Gala Show (30' each) 1 video for the May 26, 2022, Gala Show (50' each) <p>These videos will be posted on the websites of the designers who participated in Fashion Week 2022 and on social media. The association has also sent professional photos from the gala show to Germany for placement on social media and promotional materials.</p> <p>Association sets a goal to unite resources of our organization, websites and pages of designers and our partners to show the results of Fashion Week as widely as possible, to set a strategic goal before all participants, partners and local authorities - to conduct Fashion Week of Fergana Valley in 2023.</p>

	Expected End Date: Feb 2023
INVESTMENT FACILITATION CONSULTANT (P4P – PAY FOR PERFORMANCE) (NON-MDF)	<p>Under Pay for Performance (P4P) initiative, two consultants are working in investment facilitation area and have four projects approved by FGI. The two new projects 1) Yan Exclusive Mega Trade (Chicken meat production) 2) Vodiy Agro Tomorqa Xizmati - dairy farm are being considered for consultant’s engagement. The consultant has prepared the necessary package for submission to bank, and the credit is expected.</p> <ul style="list-style-type: none"> • Graceful Cotton – The project of modernization of textile spinning factory located in Andijan region, with target investments of USD 6.5 mln. So far, the consultant completed the consultancy package for Graceful Cotton Textile (business plan, financial model, enterprise valuation and project presentation). Negotiations on investment attraction are underway. • Samerteks Gilam- Carpet manufacturing factory expansion project located in Samarkand region with target investments USD 13.2 mln. Consultant has presented the deliverables including financial model and business plan. FGI team visited the company on March 30, 2022, and management presented the factory expansion project, where construction works are currently underway. Negotiations with local banks to attract investment are underway. It is expected that the factory would launch at the end of the year. • Zeytun Restaurant - Project for the expansion of cattle breeding activities in the "Gurumsaroi" massif of the Pap district of Namangan region with target investments of USD 2 mln. The consultant has prepared deliverables including financial model, business plan and presentation. To date, the company and local bank (Qishloq Qurilish Bank) has signed a loan agreement on investment facilitation for over USD 2 mln and the cattle has arrived. • Madina Soft Textiles – Towel factory expansion project with the targeted investment of about \$2 million (debt and equity). The deliverables as a business plan, a financial model have been developed and the investment in the amount of USD 1,444,004 has been attracted. <p>End Date: September 2022</p>
LLC “MITRA TRAVEL”	<p>Mitra Travel LLC has launched «Creating an IT Village» project in Khorezm region. By studying the Yangiaryk district it was identified low digital literacy among women and youth and lack of special institutions for ICT training in the district. The project is aimed at the development of training programs in five IT directions. In the framework of the project, it is planned to select and train 100 participants on the following topics: 1. SQL 2. Pyhton 3. Java Script 4. PHP 5. SMM ". It is also planned to design and develop of IT Village promotional video and organize press conference on IT village activity. To date, Infrastructure for the projects has been set and the call for participants has been posted.</p> <p>Expected End date: July 2023</p>
ASSOCIATION "UZTEXTILEPROM"	<p>Uzbekistan Textile and Garment Industry Association Uztextileprom has launched First Financial Textile Platform project. Studies among exporting enterprises have shown a great need for fast financing based on factoring model. On this basis, "Uztekstilprom" Association and "Lendingstar Pacific Pte Ltd" (Singapore) company intend to cooperate, within their competence, to create a unified electronic trading and financial platform Lendingstar among textile and clothing and knitwear enterprises of Uzbekistan, in order to increase trade by financing invoices and providing prompt replenishment of working capital of exporters, on which enterprises</p>

	<p>operate and are served, further to supplement the platform functions with services for trade organization. To date, a preliminary list of 220 exporting enterprises, potentially interested in financing through the electronic platform, has been compiled. More than 70 enterprises from this list were sent letters with the proposal to cooperate with the presentation of the platform. Preliminary negotiations were conducted with three companies: Global textile solutions, Bukhara Cotton textile and Universal Art Textile. Earlier negotiations were conducted with the companies: Uztex, Zhasmin Çay, Parvoz Humo, Arnasoy Gold and Meta textile.</p> <p>Expected End date: July 2023</p>
SAMARKAND ART HOUSE	<p>Samarkand art House is implementing CraftLab Uzbekistan 2022 project. The project aims to improve and develop the handicraft business through the introduction of electronic commerce, the use of new technologies, creative innovations in the services of craftswomen. Young women artisans aged between 18 and 35 will be invited to participate in the project. As a result of the project, they will increase their income and correspondingly create new jobs, enter new markets both at home and abroad and learn what methods and technologies are used by their colleagues in Central Asia. To date, the announcement has been posted in various communications channels and the selection of candidates has started.</p> <p>Expected End date: July 2023</p>
BMG GROUP	<p>Business Monitoring Group started the project aimed to increase the competitiveness of Uzbek artisans through the development and implementation of a special training program on e-commerce, business fundamentals, marketing and SMM. Expand business cooperation between artisans of Uzbekistan, Kazakhstan, Kyrgyzstan and Tajikistan through joint activities. It is supposed to attract women craftswomen from different regions of Uzbekistan, engaged in embroidery, ikat work, carpet weaving; men, engaged in woodcarving, pottery and other types of craftsmanship. To date, the specialists declared in the project document have been involved in project implementation, and contracts have been signed with them. The specialists involved began to develop a specialized training program, adapted to the needs of the target audience. An offline meeting with project partners, staff of the Uzbekistan Hunarmand Craftsmen Association was held, during which an agreement on cooperation in project implementation was reached. Duties of the project partners were distributed.</p> <p>Expected End date: July 2023</p>

ANNEX II. FGI MDF PROJECTS COMPLETED

№	FGI Indicators	Muynaq		UPSDT		Hudayberdiev (Burkut)		Total results	
		Plan	Fact	Plan	Fact	Plan	Fact	Plan	Fact
1.1	New jobs	30	84	30	65	61	80	121	229
1.2	Improved jobs	0	0	50	684	45	77	95	761
2	Investments	\$0	\$0	\$150,000.00	\$400,000.00	\$11,590,000.00	\$1,620,000.00	\$11,740,000	\$2,020,000
3	Sales increase	6%	0%	15%	0%	32%	37%	18%	12%
4	CBLD-9. Business performance improvement	1	1	1	16	1	6	3	23
5	Partnerships/alliances supported	1	0	36	48	1	1	38	49
6	Co-financing	\$29,722	\$29,722	\$19,515	\$19,739	\$80,125	\$85,847	\$129,362	\$135,308
7	Number of trainees	300	269	90	92	45	45	435	406
8	Number of training person-hours	3,400	2,449	2,490	4,560	6,840	3,360	12,730.00	10,369
9	Number of events	16	12	4	7	2	2	22	21
10	BEE	0	0	0	0	0	2	0	2
11	Participation at events abroad	0	1	0	0	0	0	0	1
12	Government officials at FGI events	2	2	0	0	0	0	2	2

ANNEX III. PERFORMANCE INDICATOR TRACKING TABLE - YEAR 3

#	Indicator title	Country	Unit of measure	Y1	Y2	Y3Q1	Y3Q2	Y3Q3	Y3Q4	Y3 total	Total
Results											
1.1	Number of new jobs created (FTEs)	Total	Total	9	1,651	678	2,983	452	906	5,019	6,679
			Men	7	1,075	345	1,792	267	417	2,821	3,903
			Women	2	576	333	1,191	185	489	2,198	2,776
		KAZ	Total	0	1,264	472	2,638	82	51	3,243	4,507
			Men	0	803	271	1,622	57	13	1,963	2,766
			Women	0	461	201	1,016	25	38	1,280	1,741
		KGZ	Total	0	165	0	66	52	37	155	320
			Men	0	121	0	50	32	3	85	206
			Women	0	44	0	16	20	34	70	114
		TJK	Total	7	31	14	279	27	361	681	719
			Men	6	27	6	120	21	263	410	443
			Women	1	4	8	159	6	98	271	276
		TKM	Total	0	137	140	0	149	8	297	434
			Men	0	102	68	0	86	5	159	261
			Women	0	35	72	0	63	3	138	173
UZB	Total	2	54	52	0	142	449	643	699		
	Men	1	22	0	0	71	133	204	227		
	Women	1	32	52	0	71	316	439	472		
1.2	Number of improved jobs (FTEs)	Total	Total	0	4,453	780	2,272	214	1,162	4,428	8,881
			Men	0	2,354	284	1,014	137	219	1,654	4,008
			Women	0	2,099	496	1,258	77	943	2,774	4,873
		KAZ	Total	0	502	37	229	3	1	270	772
			Men	0	194	13	129	1	0	143	337
			Women	0	308	24	100	2	1	127	435
		KGZ	Total	0	760	106	28	7	546	687	1,447
			Men	0	525	56	11	5	30	102	627
			Women	0	235	50	17	2	516	585	820

		TJK	Total	0	785	14	1,699	71	165	1,949	2,734
			Men	0	547	7	866	50	141	1,064	1,611
			Women	0	238	7	833	21	24	885	1,123
		TKM	Total	0	1,009	64	6	118	57	245	1,254
			Men	0	692	32	3	69	31	135	827
			Women	0	317	32	3	49	26	110	427
		UZB	Total	0	1,397	559	310	15	393	1,277	2,674
			Men	0	396	176	5	12	17	210	606
			Women	0	1,001	383	305	3	376	1,067	2,068
2	Value of new Investment and Financing Mobilized (\$ Million)	Total	Total	\$0.00	\$23,462,464.00	\$13,583,021.00	\$19,999,332.00	\$9,383,632.00	\$10,980,532.36	\$53,946,517.36	\$77,408,981.36
			FDI	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
			DI	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
			Financing	\$0.00	\$23,462,464.00	\$13,583,021.00	\$19,999,332.00	\$9,383,632.00	\$10,980,532.36	\$53,946,517.36	\$77,408,981.36
		KAZ	Total	\$0.00	\$12,201,909.00	\$7,062,083.00	\$9,650,834.00	\$2,701,815.00	\$0.00	\$19,414,732.00	\$31,616,641.00
			FDI	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
			DI	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
			Financing	\$0.00	\$12,201,909.00	\$7,062,083.00	\$9,650,834.00	\$2,701,815.00	\$0.00	\$19,414,732.00	\$31,616,641.00
		KGZ	Total	\$0.00	\$3,863,576.00	\$0.00	\$17,794.00	\$884,525.00	\$0.00	\$902,319.00	\$4,765,895.00
			FDI	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
			DI	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
			Financing	\$0.00	\$3,863,576.00	\$0.00	\$17,794.00	\$884,525.00	\$0.00	\$902,319.00	\$4,765,895.00
		TJK	Total	\$0.00	\$1,526,596.00	\$0.00	\$400,000.00	\$0.00	\$9,160,000.00	\$9,560,000.00	\$11,086,596.00
			FDI	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
			DI	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
			Financing	\$0.00	\$1,526,596.00	\$0.00	\$400,000.00	\$0.00	\$9,160,000.00	\$9,560,000.00	\$11,086,596.00
		TKM	Total	\$0.00	\$5,468,100.00	\$6,425,852.00	\$0.00	\$5,773,936.00	\$36,900.00	\$12,236,688.00	\$17,704,788.00
			FDI	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
			DI	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
			Financing	\$0.00	\$5,468,100.00	\$6,425,852.00	\$0.00	\$5,773,936.00	\$36,900.00	\$12,236,688.00	\$17,704,788.00
UZB	Total	\$0.00	\$402,283.00	\$95,086.00	\$9,930,704.00	\$23,356.00	\$1,783,632.36	\$11,832,778.36	\$12,235,061.36		
	FDI	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		

			DI	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
			Financing	\$0.00	\$402,283.00	\$95,086.00	\$9,930,704.00	\$23,356.00	\$1,783,632.36	\$11,832,778.36	\$12,235,061.36
3	Sales Increase of Firms receiving USG Assistance (USD) F-Indicator EG-5.1	Total		0.00%	228.00%	250.50%	39.00%	60.00%	25.48%	93.00%	141.00%
		KAZ	USD Equivalent	0.00%	0.00%	495.00%	39.00%	0.00%	0.00%	267.00%	267.00%
		KGZ		0.00%	100.00%	0.00%	0.00%	0.00%	25.48%	25.48%	62.74%
		TJK		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
		TKM		0.00%	0.00%	0.00%	0.00%	33.00%	0.00%	33.00%	33.00%
		UZB		0.00%	356.00%	6.00%	0.00%	87.00%	0.00%	46.50%	201.25%
4	CBLD-9: Percent of U.S. Government-assisted organizations with improved performance	Total		32.00%	90.00%	96.30%	94.00%	94.50%	92.00%	92.00%	92.00%
		KAZ	Percentage	100.00%	71.00%	97.30%	97.00%	97.30%	97.30%	97.30%	97.30%
		KGZ			71.00%	71.00%	65.00%	67.00%	67.00%	67.00%	67.00%
		TJK		25.00%	78.00%	88.20%	88.00%	88.00%	83.00%	83.00%	83.00%
		TKM		14.30%	90.00%	97.10%	96.00%	95.86%	94.00%	94.00%	94.00%
		UZB		60.00%	96.00%	98.10%	96.00%	95.93%	94.00%	94.00%	94.00%
5	Number of Private Sector Lead Firm and Sector Alliances Facilitated	Total		1	81	24	16	17	21	78	160
		KAZ	Count		13					22	35
		KGZ			22					9	31
		TJK			12					11	23
		TKM			20					3	23
		UZB		1	14					33	48
6	Co-funding/ Co-investment mobilized from partners	Total		\$0	\$1,604,371.00	\$279,105.00	\$1,142,271.60	\$81,700.00	\$635,771.89	\$2,138,848.49	\$3,743,219.49
		KAZ	Count	\$0	\$317,791.00	\$244,000.00	\$75,000.00	\$22,000.00	\$0.00	\$341,000.00	\$658,791.00
		KGZ		\$0	\$145,380.00	\$0.00	\$5,000.00	\$0.00	\$44,350.00	\$49,350.00	\$194,730.00
		TJK		\$0	\$456,261.00	\$0.00	\$1,000,000.00	\$0.00	\$394,138.00	\$1,394,138.00	\$1,850,399.00
		TKM		\$0	\$150,407.00	\$8,238.00	\$0.00	\$7,200.00	\$96,413.89	\$111,851.89	\$262,258.89
		UZB		\$0	\$534,532.00	\$26,867.00	\$62,271.60	\$52,500.00	\$100,870.00	\$242,508.60	\$777,040.60
7	Number of individuals who complete USG-assisted workforce development programs (F	Total	Total	711	3,936	2,863	764	644	1,564	5,835	10,482
			Men	471	1,929	1,455	231	253	380	2,319	4,719
			Women	240	2,007	1,408	533	391	1,184	3,516	5,763
		KAZ	Total	47	486	1,773	283	156	52	2,264	2,797
			Men	40	179	1,087	139	114	13	1,353	1,572

	indicator 6.3 CUSTOM)		Women	7	307	686	144	42	39	911	1,225
		KGZ	Total	204	580	107	28	53	715	903	1,687
			Men	167	383	57	11	23	146	237	787
			Women	37	197	50	17	30	569	666	900
		TJK	Total	69	1,029	4	87	19	251	361	1,459
			Men	53	655	2	76	17	119	214	922
			Women	16	374	2	11	2	132	147	537
		TKM	Total	181	264	102	6	88	58	254	699
			Men	111	191	51	3	53	31	138	440
			Women	70	73	51	3	35	27	116	259
		UZB	Total	210	1,577	877	360	328	488	2,053	3,840
			Men	100	521	258	2	46	71	377	998
Women	110		1,056	619	358	282	417	1,676	2,842		
8	Number of hours of training provided to entrepreneurs	Total		3,368.50	84,614.00	29,009.00	7,813.50	17,962.00	12,419.50	67,204.00	155,186.50
		KAZ	Value	94.00	2,684.00	3,546.00	4,444.00	2,072.00	30.00	10,092.00	12,870.00
		KGZ		601.50	2,952.00	236.00	385.00	652.00	90.00	1,363.00	4,916.50
		TJK		947.50	34,439.00	8.00	1,944.00	171.00	3,474.00	5,597.00	40,983.50
		TKM		393.50	14,136.00	9,192.50	36.00	3,962.00	2,646.00	15,836.50	30,366.00
		UZB		1,332.00	30,403.00	16,026.50	1,004.50	11,105.00	6,179.50	34,315.50	66,050.50
9	Number of events focused on improving competitiveness and public private dialogue	Total		38	367	312	40	113	65	530	935
		KAZ	Count	1	7	2	7	7	0	16	24
		KGZ		5	27	3	8	9	2	22	54
		TJK		5	73	1	17	1	20	39	117
		TKM		10	145	273	2	60	16	351	506
		UZB		6	91	30	5	24	16	75	172
		Regional		11	24	3	1	12	11	27	62
10	Number of commerce laws and regulations simplified and implemented in accordance with	Total		0	5	3	6	1	0	10	15
		KAZ	Count	0	2	0	2		2	4	
		KGZ		0	0	0	0		0	0	
		TJK		0	1	0	0	1	1	2	
		TKM		0	0	0	2		2	2	

	international standards as a result of USG assistance	UZB		0	2	3	2			5	7	
11	Number of partner government officials and private sector participants attending USG sponsored meetings on regional trade facilitation (USAD RDCS PMP)	Total	Total	0	16	21	34	4	17	76	92	
			Men	0	15	16	18	3	15	52	67	
			Women	0	1	5	16	1	2	24	25	
		KAZ	Total	0	0	0	0	0	0	0	0	0
			Men	0	0	0	0			0	0	0
			Women	0	0	0	0			0	0	0
		KGZ	Total	0	0	0	0	0	0	0	0	0
			Men	0	0	0	0			0	0	0
			Women	0	0	0	0			0	0	0
		TJK	Total	0	16	20	27	3	0	50	66	
			Men	0	15	16	15	3		34	49	
			Women	0	1	4	12	0		16	17	
		TKM	Total	0	0	0	0	0	7	7	7	
			Men	0	0	0	0		7	7	7	
			Women	0	0	0	0		0	0	0	
UZB	Total	0	0	1	7	1	10	19	19			
	Men	0	0	0	3	0	8	11	11			
	Women	0	0	1	4	1	2	8	8			
12	Number of partner government officials attending USG sponsored meetings on competitiveness and public private dialogue	Total	Total	35	230	14	14	5	7	40	305	
			Men	26	170	12	5	5	3	25	221	
			Women	9	60	2	9	0	4	15	84	
		KAZ	Total	3	5	0	0	0	0	0	8	
			Men	2	1	0	0			0	3	
			Women	1	4	0	0			0	5	
		KGZ	Total	5	14	0	0	0	0	0	19	
			Men	3	11	0	0			0	14	
			Women	2	3	0	0			0	5	
		TJK	Total	0	3	2	9	0	0	11	14	

			Men		2	2	5			7	9	
			Women		1	0	4			4	5	
		TKM	Total	1	7	0	0	0	0	0	0	8
			Men	1	6	0	0			0	7	
			Women	0	1	0	0			0	1	
		UZB	Total	26	201	12	5	5	7	29	256	
			Men	20	150	10	0	5	3	18	188	
			Women	6	51	2	5	0	4	11	68	

ANNEX IV. COMMUNICATIONS MATERIALS AND MEDIA COVERAGE

MEDIA COVERAGE Y3	
COUNTRY	MEDIA COVERAGE
KAZAKHSTAN	<ol style="list-style-type: none"> 1. 31 May 2022: eBay: International springboard for artisans in Central Asia ITC Newsletter 2. Apr 5 2022: ITC and DHL partnership to support Central Asian SMEs on ITC Newsletter 3. В Алматы пройдет первый венчурный форум https://5q.media/news/v-almaty-projdet-pervyj-venchurnyj-forum/ 4. Второй Центрально-Азиатский венчурный форум состоится в Алматы https://www.spot.uz/ru/2022/05/05/venture-almaty/ 5. https://forbes.kz/life/afisha/v_almaty_i_projdet_pervyy_venchurnyy_forum/ 6. https://bluescreen.kz/news/10934/v-almaty-projdet-piervyi-vienchurnyi-forum 7. https://er10.kz/read/it-novosti/v-almaty-projdet-pervyj-venchurnyj-forum/ 8. https://weproject.media/articles/detail/v-almaty-projdet-pervyy-venchurnyy-forum/ 9. https://prnews.kz/%D0%B2-%D0%B0%D0%BB%D0%BC%D0%B0%D1%82%D1%8B-%D0%BF%D1%80%D0%BE%D0%B9%D0%B4%D0%B5%D1%82-%D0%BF%D0%B5%D1%80%D0%B2%D1%8B%D0%B9-%D0%B2%D0%B5%D0%BD%D1%87%D1%83%D1%80%D0%BD%D1%8B%D0%B9-%D1%84%D0%BE%D1%80/03/05/ 10. Приглашаем участников стартап экосистемы на первый венчурный форум в Алматы (9 июня) https://astanahub.com/blog/priglashaem-uchastnikov-startap-ekosistemy-na-pervyi-venchurnyi-forum-v-almaty-9-iyunia 11. https://kapital.kz/business/105228/v-almaty-projdet-pervyy-venchurnyy-forum.html 12. Венчурные инвесторы предложили масштабировать МФЦА на Центральную Азию https://kapital.kz/business/106221/venchurnyye-investory-predlozhili-masshtabirovat-mfts-na-tsentralnuyu-aziyu.html 13. https://inbusiness.kz/ru/last/v-almaty-proshel-pervyj-venchurnyj-forum 14. https://5q.media/news/bolee-300-venchurnyh-investorov-i-startapov-so-vsego-mira-sobralis-na-forume-cavf/ 15. Больше 300 венчурных инвесторов и стартапов встретились в Алматы https://bluescreen.kz/news/11170/bolshie-300-vienchurnykh-investorov-i-startapov-vstretilis-v-almaty 16. Более 300 венчурных инвесторов и стартапов со всего мира собрались на форуме CAVF https://m.forbes.kz/finances/investment/bolee_300_venchurnyih_investorov_i_startapov_so_vsego_mira_sobralis_na_forume_cavf/ 17. Центрально-Азиатский венчурный форум проходит в Алматы https://kazakh24.info/2448-tsentralno-aziatskii-venchurnyi-forum-prokhodit-v-almaty-1654764743/ 18. Более 300 венчурных инвесторов и стартапов со всего мира собрались на форуме CAVF https://er10.kz/read/it-novosti/bolee-300-venchurnyh-investorov-i-startapov-so-vsego-mira-sobralis-na-forume-cavf/ 19. «Инвестировать в компанию из Центральной Азии выгодней, чем в Западную»: интервью с Майком Бутчером о буме стартапов https://the-steppe.com/lyudi/investirovat-v-kompaniyu-iz-centralnoy-azii-vygodney-chem-v-zapadnuyu-intervyu-s-maykom-butcherom-o-bume-startapov 20. Как в Алматы впервые прошел венчурный форум https://the-steppe.com/business/kak-v-almaty-vpervye-proshel-venchurnyy-forum 21. В стартапе важен продукт, а не страна происхождения - Майк Бутчер https://kapital.kz/business/106182/v-startape-vazhen-produkt-a-ne-strana-proiskhozhdeniya-mayk-butcher.html 22. Центральноазиатский венчурный форум состоится в Алматы 9 июня http://www.abc.kg/ru/news/abc/5933_centralnoaziatskii_venchurnyi_forum_sostoitsya_v_almaty_9_iyunya 23. Центрально-азиатский венчурный форум проходит в Алматы https://smi24.kz/ru/news/kazahstan/tsentralno-aziatskiy-venchurnyy-forum-prohodit-v-almaty-113522/ <p>Bi-weekly Report Submitted/Accepted</p> <ol style="list-style-type: none"> 1. BW_KZ_KazBeef_GlobalGap_Certificate (submitted on Dec 10) ACCEPTED 2. BW_KZ_AdalSyt_Digitalization (submitted on October 12) ACCEPTED

	<ol style="list-style-type: none"> 3. BW_KZ_ESG_RoundTable ACCEPTED_(Jan19,2022) 4. BW_KZ_BEE_SmartRegulation ACCEPTED_(Jan19,2022) 5. Women_Cooperatives_Trainings (submitted on June 6) ACCEPTED 6. KZ_KG_Honey_Producers_MoU (submitted on April 22) ACCEPTED 7. Magnum_KG_Producers_Round Table (submitted on April 22)
<p>KYRGYZSTAN</p>	<ol style="list-style-type: none"> 1. По итогам Центральноазиатско-Американского ИТ Форума, который прошел 13–18 сентября, в Нью-Йорке, были подписаны соглашения о сотрудничестве, и начались переговоры с более чем 15 компаниями США. URL: https://www.facebook.com/FGICentralAsia/posts/pfbid02GqhQs3CygKyQijXy9hu97W6wDwwJu7ughR2jtDTU4jyWk81GGSz2C2x196GVHx11 2. По итогам Центральноазиатско-Американского ИТ Форума, который прошел 13–18 сентября, в Нью-Йорке, были подписаны соглашения о сотрудничестве, и начались переговоры с более чем 15 компаниями США. URL: https://www.instagram.com/p/Ci_EszsE1x/ 3. Агентство по техническому сотрудничеству и развитию (ACTED) и проект USAID по развитию предпринимательства и бизнес-среды поддержали участие 18 туристических операторов и СБТ операторов из Кыргызстана, Узбекистана и Таджикистана в участии в международной выставке для профессионалов в сфере туризма IFTM Top Resa 2022. URL: https://www.facebook.com/FGICentralAsia/posts/pfbid0KdSQGQsN2QHNR33hUcZRY3zYSrxdMUd5XMATEShkhXWD16kFKQeCujhanjZmf8BUI 4. Агентство по техническому сотрудничеству и развитию (ACTED) и проект USAID по развитию предпринимательства и бизнес-среды поддержали участие 18 туристических операторов и СБТ операторов из Кыргызстана, Узбекистана и Таджикистана в участии в международной выставке для профессионалов в сфере туризма IFTM Top Resa 2022. URL: https://www.instagram.com/p/Ciuaftywsya6/ 5. Делегация в составе из представителей ведущих ИТ компаний Кыргызстана, Узбекистана и Казахстана приняли участие в первом Центральноазиатском-Американском ИТ форуме, который прошел 13 сентября в г. Нью-Йорк, (США). URL: https://www.facebook.com/FGICentralAsia/posts/pfbid02oewPtw5rHgLAim5zQkgEk9krHubuT7savdi86DUMVvqroGxGogHVtcPBVWt2U5YI 6. Делегация в составе из представителей ведущих ИТ компаний Кыргызстана, Узбекистана и Казахстана приняли участие в первом Центральноазиатском - Американском ИТ форуме, который прошел 13 сентября в г. Нью-Йорк, (США). URL: https://www.instagram.com/p/Cih0OGDMQY/ 7. 9 сентября в Кыргызстане состоялся третий национальный отборочный тур Чемпионата мира по предпринимательству. Девяносто стартапов и компаний Кыргызстана подали заявку на участие в национальном отборочном туре, из которых десять были отобраны для финала. URL: https://www.facebook.com/FGICentralAsia/posts/pfbid0AhZh1Mv5hQjogySirvZSubSrt1H8JCFJHp9haUvE3Wye89G9ZVlt49vc3u3kdfQI 8. 9 сентября в Кыргызстане состоялся третий национальный отборочный тур Чемпионата мира по предпринимательству. Девяносто стартапов и компаний Кыргызстана подали заявку на участие в национальном отборочном туре, из которых десять были отобраны для финала. URL: https://www.instagram.com/p/CiZxAW2sprC/ 9. Названы десять стартапов и компаний, отобранных судьейской коллегией для участия в национальном финале Чемпионата мира по предпринимательству (Entrepreneurship World Cup) 2022 в Кыргызстане. URL: https://www.instagram.com/p/CiPC1jjMTaY/ 10. Проект USAID по развитию предпринимательства и бизнес-среды совместно с Агентством по Техническому Сотрудничеству и Развитию (ACTED) организовал тур по Продвижению Шелкового пути. URL: https://www.facebook.com/FGICentralAsia/posts/pfbid02sZXqDUACese37J3Pwm9E7FCV5Liz9UKBmjEj3aoEMtfvgq5xYm1rVshhBAkthoatl 11. Проект USAID по развитию предпринимательства и бизнес-среды совместно с Агентством по Техническому Сотрудничеству и Развитию (ACTED) организовал тур по Продвижению Шелкового пути. URL: https://www.instagram.com/p/Ch66ZGHsj2/ 12. Первый Центральноазиатско-американский ИТ-форум пройдет 13 сентября в Нью-Йорке, США. Мероприятие пройдет при поддержке USAID в Центральной Азии, Проекта USAID по развитию предпринимательства и бизнес-среды, посольства Кыргызской Республики в США, Кыргызской ассоциации разработчиков программного обеспечения и услуг, а также кыргызской, казахской и узбекской диаспор. URL: https://www.facebook.com/FGICentralAsia/posts/pfbid0RmnrMiZyJAKnR7bYAHtKcV5FoBoaXYHcuqEdHypvkdvWvbSjWpnjG7jppPF9sKRQwI 13. ИТ Форум в США пройдет при поддержке Проекта USAID по развитию предпринимательства и бизнес-среды. URL: https://www.facebook.com/FGICentralAsia/posts/pfbid02ykJeFEizGuJ9xUHPkRFN5SxgFnYnEgGC6dpa0MWNKD2yCeQpzP23YGrjvbwEwa1NI 14. В ходе рабочей поездки в Кыргызстан, Макс Леопольд - представитель Palladium International, встретился с 11 грантополучателями проекта USAID по развитию предпринимательства и бизнес-среды. URL: https://www.instagram.com/p/ChSC8qBsFrY/

15. В ходе рабочей поездки в Кыргызстан, Макс Леопольд - представитель Palladium International, встретился с 11 грантополучателями проекта USAID по развитию предпринимательства и бизнес-среды. URL: <https://www.facebook.com/FGICentralAsia/posts/pfbid0fh5A3qa1ogh97Z8majHjRi1uZudRBsRVtqPvUpjuGcVMD6u2hoxkD2tb6uAtbDj5l>
16. Кыргызстанский стартап BirgeEats прошел в международный финал Чемпионата мира по предпринимательству 2022. URL: <https://economist.kg/novosti/2022/09/09/kyrgyzstanskij-startap-birgeeats-proshel-v-mezhdunarodnyj-final-chempionata-mira-po-predprinimatelstvu-2022/>
17. Чемпионат мира по предпринимательству продлил срок приема заявок для Кыргызстана. URL: <https://economist.kg/novosti/2022/08/10/chempionat-mira-po-predprinimatelstvu-prodlil-srok-priema-zayavok-dlya-kr/>
18. Чемпионат мира по предпринимательству (Entrepreneurship World Cup) продлил срок приема заявок до 16 августа для предпринимателей из Кыргызстана! URL: <https://www.facebook.com/FGICentralAsia/posts/pfbid0C1aHSRDDquvny38XpfdvV5kG5jKkVjv7qH8v5w9EnYQWQSpdUvXN728RM27jl>
19. Проект USAID по развитию предпринимательства и бизнес-среды станет ментором для компании, которая займет второе место. URL: <https://www.facebook.com/FGICentralAsia/posts/pfbid037kYEBYCh1HKEvYeKnszHtjJKCDH9xacGxNsKKBFGVdHpr4rGT33vPsfjNiz9qstDhl>
20. Чемпионат мира по предпринимательству (Entrepreneurship World Cup) продолжает набирать заявки от предпринимателей из Кыргызстана. URL: <https://www.facebook.com/FGICentralAsia/posts/pfbid02B5Wp7Mihv5zrMFYPPcmJpXaEaG4eFsFu95BtDjZfxdigYNpX5MrjtyVKzUoG4Ubl>
21. Entrepreneurship World Cup 2022 в Кыргызстане! Выиграй полмиллиона долларов США! URL: <https://economist.kg/novosti/2022/07/14/entrepreneurship-world-cup-2022-v-kyrgyzstane-vyigraj-polmilliona-dollarov-ssha/>
22. StrategEast discussed CA tech industry with Kyrgyz authorities. URL: <https://www.facebook.com/FGICentralAsia/posts/pfbid02BwyDmk3bcdBKDuwGjBg8c4ME3P9j6FU176nG9oQUNRfCmGfkKax8n1ANf2UP4Fgl>
23. Приглашаем всех желающих принять участие в информационной сессии Entrepreneurship World Cup. URL: <https://www.facebook.com/FGICentralAsia/posts/pfbid0uxmxKrhuv4xUTZitYb3WzE8c6PDbnP1AZP4X31Qz5yEai8Wn3NpMi5eM249bVNEAI>
24. Entrepreneurship World Cup 2022 в Кыргызстане! Выиграй полмиллиона долларов США! URL: <https://www.facebook.com/FGICentralAsia/posts/pfbid04SDsrKYzrTMAoMCg86WQjSAK2aRBXjfeH1TSHgUretPhG6GEu141mm8iuxH1kgYl>
25. Entrepreneurship World Cup 2022 в Кыргызстане! Выиграй полмиллиона долларов США! URL: <https://www.instagram.com/p/CgOSOH7jX6Y/>
26. Кыргызстанцы проведут Центральноазиатский IT-форум в Нью-Йорке. URL: <https://economist.kg/novosti/2022/08/19/dlya-it-kompanij-centralnoj-azii-organizujut-press-tur-v-ssha-i-forum-v-nju-jorke/>
27. Кыргызстанцы проведут Центральноазиатский IT-форум в Нью-Йорке. URL: <https://www.facebook.com/FGICentralAsia/posts/pfbid0wizkdZ8xsV7QSn7j1WgByNB1UNo6BkcE6EKPAfLhiGLpqJafsAQBsZuafZXEx8Xhl>
28. История о том, как USAID помогает в создании новых рабочих мест для кыргызстанцев. URL: www.tazabek.kg/news:1789169
29. StrategEast signed MoU with Ministry of Digital Transformation of the Kyrgyz Republic. URL: <https://www.facebook.com/FGICentralAsia/posts/pfbid035BMjghEYrV1fvm5o9ThbXcX8AupEwCemaVbYtXehBbmVpC6rFpfEe9UHzZm5HFdDI>
30. Как в Кыргызстане выращивают помидоры по итальянским технологиям для известного российского бренда. История «Томат КейДжи». URL: <https://economist.kg/novosti/biznes/2022/07/02/kak-v-kyrgyzstane-vyrashhivajut-pomidory-po-italyanskim-tehnologiyam-dlya-izvestnogo-rossijskogo-brenda/>
31. Видеорепортаж Ала-Тоо 24 об ОсОО «Агро Куш» в рамках пресс-тура USAID. 1 июня 2022 года URL: <https://youtu.be/DtXre4NZYkc?t=482>
32. Видеорепортаж Ала-Тоо 24 о КФСХ «Томат КейДжи» в рамках пресс-тура USAID. 7 июня 2022 года URL: https://www.youtube.com/watch?v=FxgVZbvf_80
33. Видеорепортаж ЭЛТР о КФСХ «Томат КейДжи» в рамках пресс-тура USAID. 3 июня 2022 года URL: <https://www.youtube.com/watch?v=Ojfr1MJxWQk>
34. Видеорепортаж 5 канала о КФСХ «Томат КейДжи» в рамках пресс-тура USAID. 14 июня 2022 года. URL: <https://www.youtube.com/watch?v=fju9QMa9HbA>
35. ОсОО «Агро Куш»- пример экологичного производства в Кыргызстане. 17 июня 2022 года. URL: <http://ekois.net/osoo-agro-kush-primer-ekologichnogo-proizvodstva-v-kyrgyzstane/>
36. Вся щедрость солнца и порция здоровья в томатной пасте от «Томат КейДжи». 12 июня 2022 года. URL: <https://experts.kg/?p=2788>

37. Караван "Ишкер Айымдар - Айылдан Ааламга" проходит в северных регионах КР. 22 мая 2022 года. URL: https://www.vb.kg/doc/418309_karavan_ishker_ayymdar_ayyldan_aalamga_prohodit_v_severnyh_regionah_kr.html
38. В КР проходят семинары по продвижению женского предпринимательства. 23 мая 2022 года. URL: <https://banks.kg/news/hold-seminars-to-support-womens-entrepreneurship-in-kr>
39. Видеорепортаж Issyk Kul Media о Караване «Ишкер Айымдар - Айылдан Ааламга» проходящем в северных регионах КР. 18 мая 2022 года. URL: <https://www.youtube.com/watch?v=b-w7ck1BZ0A>
40. Видеорепортаж Naryn TV о Караване «Ишкер Айымдар - Айылдан Ааламга» проходящем в северных регионах КР. 16 мая 2022 года. URL: <https://www.youtube.com/watch?v=peJPCDDGkc>
41. Информационный караван по женскому предпринимательству прошел в северных регионах республики. 30 мая 2022 года. URL: <https://economist.kg/novosti/2022/05/30/informacionnyj-karavan-po-zhenskomu-predprinimatelstvu-proshel-v-severnyh-regionah-respubliki/>
42. Видеорепортаж Talas TV о Караване «Ишкер Айымдар - Айылдан Ааламга» проходящем в северных регионах КР. URL: https://www.youtube.com/watch?v=va7w8d7E8_M
43. Статья информационного агентства «Tazabek» о Караване «Ишкер Айымдар - Айылдан Ааламга» проходящем в северных регионах КР. URL: <http://www.tazabek.kg/news:1783440>
44. Миссия USAID в Кыргызской Республике организовала в конце мая пресс-тур для представителей государственных и частных СМИ. Журналисты посетили компании и организации, которые получили гранты USAID, в частности Tomat KG и Agro Kush. 22 июня 2022 года. URL: <https://www.facebook.com/FGICentralAsia/posts/pfbid0rV85TBr7CGZ3zdGo7ntTaaLPHVnXshoUHzoEsjTjPo2GErWchqzYpTA8yp2WQYbl>; <https://www.instagram.com/p/CfGzU0mMMpM/>
45. On May 23, 2022, a round table “ESG - goals, standards, regulation and attraction of investments” was held in Bishkek. The event was organized by the Chamber of Independent Directors of the Kyrgyz Republic, the Union of Banks of Kyrgyzstan, the USAID Future Growth Initiative, and the Kyrgyz Stock Exchange. May 25, 2022. URL: <https://www.facebook.com/FGICentralAsia/posts/pfbid035rBjkJUQKvBSW7m5seRPgsL7TyARBjjU4QgEqCzCozFTsmE2425mzTefdu4zwYol>; <https://www.instagram.com/p/Cd-neTtsl59/>
46. On May 16, 2022, the USAID Future Growth Initiative team in the Kyrgyz Republic visited the grantee Kant Sut LLC (“Belaya Reka” trademark) to get acquainted with the system for accounting, tracking and analyzing raw milk purchase processes. May 23, 2022. URL: <https://www.facebook.com/FGICentralAsia/posts/pfbid033ab3U5r3ijdt1ggGXCFzAMvqQXFQ3wmafGBrQ5Wbvp254pybYbzmvkqXRCKsGGI>; <https://www.instagram.com/p/Cd42NjdDaCa/>
47. USAID’s Future Growth Initiative co-organized forum “Ishker Ayimdar - Ayildan aalamga!” for women entrepreneurs from northern regions of the Kyrgyz Republic. May 23, 2022. URL: <https://www.facebook.com/FGICentralAsia/posts/pfbid034kQbdBBC5Fx3PjcbQEYNh6SwhEkeWDDw1dHDniXaFy19bHeYMSAZb94A3bUv8eyil>; <https://www.instagram.com/p/Cd41yThjrkM/>
48. As part of the visit of the Kazakh delegation to the Kyrgyz Republic, on April 15, 2022, a B2B meeting of the Kazakh delegation with representatives of the agro-industrial complex of the Kyrgyz Republic was held at the Orion Hotel. April 21, 2022. URL: <https://www.facebook.com/FGICentralAsia/posts/pfbid024DB4BCai9qbkAAZ7UCg34cMJHF5THmMresi1UgbgUqyejPHnMdkr4qjsvnBPS8dwl>; <https://www.instagram.com/p/CcnUN6uMYUy/>
49. On April 14-15, 2022, a Kazakh delegation consisting of Magnum Cash & Carry, Adal Sut, ALE National Union of Beekeepers of Kazakhstan Bal-Ara and ALE Kazakhstan Association of Producers and Processors of Grapes, Nuts and Vegetables, visited the Kyrgyz Republic. April 21, 2022. URL: <https://www.facebook.com/FGICentralAsia/posts/pfbid035kj2cAZjz8U22ucUrPZXVri5aRMHHyg8KBYaJH2adRadUzTgTf4aoNzFknR1KRmJl>; <https://www.instagram.com/p/Ccmh-lxMb-Z/>; <https://www.instagram.com/p/Ccmh-lxMb-Z/>
50. Состоялся круглый стол, посвященный обсуждению темы: «ESG – цели, стандарты, регулирование и привлечение инвестиций». 24 мая 2022 года. URL: <http://ub.kg/ru/sostoyalsya-kruglyj-stol-posvyashhennyj-obsuzhdeniyu-temy-esg-tseli-standarty-regulirovanie-i-privlechenie-investitsij/>
51. Более 65% компаний готовы разорвать контракты с партнерами, если они не соблюдают стандарты ESG, - глава проекта USAID в КР Н.Раимбеков. 23 мая 2022 года. URL: <https://www.tazabek.kg/news:1782325>
52. Союз банков и КФБ инициировали развитие практик ESG в КР для привлечения инвесторов. 10 июня 2022 года. URL: <https://economist.kg/novosti/2022/06/10/sojuz-bankov-i-kfb-iniciirovali-razvitie-praktik-esg-v-kr-dlya-privlecheniya-investorov/>

53. Информационный караван «Ишкер Айымдар — Айылдан Ааламга» проходит в северных регионах республики. 21 мая 2022 года. URL: <http://mineconom.gov.kg/ru/post/7919>
54. Союз банков Кыргызстана подписал Декларацию о приверженности Целям устойчивого развития и практикам ESG в КР. 10 июня 2022 года. URL: <http://ub.kg/ru/soyuz-bankov-kyrgyzstana-vystupil-odnim-iz-initsiatorov-deklaratsii-o-priverzhennosti-tselyam-ustojchivogo-razvitiya-i-praktikam-esg-v-kr/#more-10145>
55. КФБ презентовала Руководство по подготовке и публикации отчетности ESG. 9 июня 2022 года. URL: <https://www.kse.kg/ru/RussianNewsBlog/7313/KFB%20prezentovala%20Rukovodstvo%20%20po%20podgotovke%20i%20publikatsii%20otchetnosti%20ESG>
56. Какова роль нефинансовой ESG-отчетности в привлечении устойчивых финансов. URL: <https://banks.kg/news/role-of-esg-reporting-in-attracting-sustainable-finance>
57. On March 24, 2022, in the office of the Chamber of Independent Directors of the Republic of Kyrgyzstan (NPRD), a meeting of representatives of the House with the director of the USAID project on entrepreneurship and business environment development Nuradil Raimbekov. URL: <https://www.facebook.com/FGICentralAsia/posts/516611789899976>
58. A delegation of companies from Central Asia at the Gulfood World Food Exhibition, which was held from 13 to 17 February in the city. URL: <https://www.facebook.com/FGICentralAsia/posts/502402351320920>
59. Три компании из Кыргызстана - Томат КГ, Баркад и Honey Mount, занимающиеся производством продуктов питания на отечественном рынке, приняли участие во всемирной продовольственной выставке Gulfood, которая прошла с 13 по 17 февраля в г.Дубай, ОАЭ. URL: <https://www.facebook.com/FGICentralAsia/posts/498601211701034>
60. В рамках региональной инициативы AmCham и Проекта USAID по развитию предпринимательства и бизнес-среды с 13 по 17 февраля 2022 года для грантополучателей проекта организована поездка в Дубай, ОАЭ, с целью обсуждения организации региональных торговых и инвестиционных миссий центральноазиатских компаний в Дубай. URL: <https://www.facebook.com/FGICentralAsia/posts/492345028993319>
61. В рамках региональной инициативы AmCham и Проекта USAID по развитию предпринимательства и бизнес-среды с 13 по 17 февраля 2022 года для грантополучателей проекта организована поездка в Дубай, ОАЭ. URL: <https://www.instagram.com/p/CZ89A-lsqmh/>
62. Проект USAID по развитию предпринимательства и бизнес-среды в Кыргызской Республике 1 февраля 2022 года принял участие в мероприятии ОсОО «Текстиль Транс» по случаю дебютного выхода компании на рынок облигаций. URL: <https://www.facebook.com/FGICentralAsia/posts/485024553058700>
63. Проект USAID по развитию предпринимательства и бизнес-среды в Кыргызской Республике 1 февраля 2022 года принял участие в мероприятии ОсОО «Текстиль Транс» по случаю дебютного выхода компании на рынок облигаций. URL: <https://www.instagram.com/p/CZduSgKshjY/>
64. В Центральной Азии USAID запускает новую программу в сфере торговли. URL: https://24.kg/obschestvo/223399_vtsentralnoy_azii_USAID_zapuskaet_novuyu_programmu_vsferе_torgovli/?fbclid=IwAR3VpZPgUT2csGd5j5k_vDselb5IMRjM864i04b2M4dskasLQXG9Uz-j3w
65. До пандемии директор ОсОО «Байбол Групп» в Кыргызстане Мансур Абылаев и его команда добились значительных успехов в сфере туризма. URL: <https://www.facebook.com/FGICentralAsia/posts/483696879858134>
66. ТРАДИЦИОННЫЕ КЫРГЫЗСКИЕ КОВРЫ УКРАШАЮТ ДОМА ПО ВСЕМУ МИРУ. https://usaidcentralasia.exposure.co/traditional-kyrgyz-carpets-decorate-homes-around-the-worldrussian?fbclid=IwAR2utqSFucQsSNLowTfDB3uyRlEwIjvdbHnqznx1tWV5VIYcLENX0_hSU
67. TRADITIONAL KYRGYZ CARPETS DECORATE HOMES AROUND THE WORLD. <https://usaidcentralasia.exposure.co/traditional-kyrgyz-carpets-decorate-homes-around-the-world> КЫРГЫЗДЫН САЛТТУУ КИЛЕМДЕРИ БУТКУЛ ДҮЙНӨДӨГҮ ҮЙЛӨРДҮ КООЗДОП ЖАТАТ. URL: <https://usaidcentralasia.exposure.co/1traditional-kyrgyz-carpets-decorate-homes-around-the-world-kyrgyz>
68. До пандемии директор ОсОО «Байбол Групп» в Кыргызстане Мансур Абылаев и его команда добились значительных успехов в сфере туризма. URL: <https://www.instagram.com/p/CZYszt0Mnly/>
69. Компания «Текстиль Транс», партнер Проекта USAID по развитию предпринимательства и бизнес-среды, 17 января прошла процедуру листинга на Кыргызской фондовой бирже в категории «В». URL: <https://www.facebook.com/FGICentralAsia/posts/476667853894370>
70. Корпоративные облигации ОсОО "Текстиль транс" прошли процедуру листинга. URL: <https://www.kse.kg/ru/RussianNewsBlog/6903/Korporativnyie%20obligatsii%20oOO>

71. На фондовый рынок Кыргызстана вышли две новые компании. 18 January 2022. URL: <https://www.akchabar.kg/ru/news/na-fondovyy-rynok-kyrgyzstana-vyshli-dve-novye-kompanii/?fbclid=IwAR1WuM5SuHrOXUjpOuXvBiFADk0PR0JusESi-c63NviHhJJaQHUEYJwEty0>
72. На фондовый рынок Кыргызстана вышли две новые компании. URL: <https://www.facebook.com/KyrgyzStockExchange/posts/4800402886741689/>
73. Представители Проекта USAID по развитию предпринимательства и бизнес-среды из Кыргызстана и Казахстана посетили Международный финансовый центр «Астана» (МФЦА) с 14 по 15 октября 2021 года. URL:
74. USAID's Future Growth Initiative is a co-organizer of this event. URL: <https://www.facebook.com/FGICentralAsia/posts/428418828719273>
75. Проект USAID по развитию предпринимательства и бизнес-среды выступил партнером и со-организатором форума Strategeast. URL: <https://www.facebook.com/FGICentralAsia/posts/433201438241012>
76. The StrategEast State and IT Eurasian Forum is an annual event, held in one of the Eurasian capitals, that serves as a unique platform for dialogue between governments and leaders of the IT industry. URL: <https://forum.strategeast.org/forum-2021/?fbclid=IwAR2kaR5LrM38W5FlXSZtCR3Hs62fHTEkFuswdquhcraStUFEAZp46PpSrx4>
77. В Бишкеке пройдет Первый Евразийский Форум Стратеджист "Государство и ИТ". URL: https://www.vb.kg/doc/408953_v_bishkeke_proydet_pervyy_evraziyskiy_forum_stratedjist_gosydarstvo_i_it.html
78. The annual Eurasian 'StrategEast State & IT' Forum will be held in Bishkek on November 9-10. URL: <https://www.timscocreativelab.com/post/the-annual-eurasian-strategeast-state-it-forum-will-be-held-in-bishkek-on-november-9-10>
79. 9-10 ноября 2021 года впервые в Кыргызстане проходит Евразийский форум «Стратеджист»: «Государство и ИТ» (StrategEast State and IT Eurasian Forum). URL: <https://www.facebook.com/www.24.kg/posts/4918004748217797>
80. Впервые в Кыргызстане прошел Евразийский форум StrategEast: "Государство и ИТ". URL: https://kaktus.media/doc/449067_vpervye_v_kyrgyzstane_proshel_evraziyskiy_forum_strategeast_gosydarstvo_i_it.html
81. 20 компаний из Казахстана, Кыргызстана, Таджикистана, Туркменистана и Узбекистана были отобраны для создания своих интернет-магазинов на международном рынке в рамках «Центральноазиатского хаба eBay». URL: <https://www.facebook.com/FGICentralAsia/posts/43441353478649>
82. 3RD STRATEG EAST STATE AND IT EURASIAN FORUM / BISHKEK, 9-10 NOVEMBER 2021. URL: <https://www.facebook.com/ProgrammerAyimdar/posts/live3rd-strateg-east-state-and-it-eurasian-forum-bishkek-9-10-november-2021the-st/1056642245092679/>
83. Впервые в Кыргызстане прошел Евразийский форум StrategEast: "Государство и ИТ". URL: https://kaktus.media/doc/449067_vpervye_v_kyrgyzstane_proshel_evraziyskiy_forum_strategeast_gosydarstvo_i_it.html
84. Впервые в Кыргызстане проходит Евразийский Форум Стратеджист: «Государство и ИТ». URL: <https://port-mone.tv/vpervye-v-kyrgyzstane-prohodit-evrazijskiy-forum-stratedzhist-gosudarstvo-i-it/>
85. Сессия IT Парки Центральной Азии. Модератор: Филип Стоянович, Руководитель Проекта USAID по развитию предпринимательства и бизнес-среды. URL: <https://www.facebook.com/FGICentralAsia/posts/434413534786469>
86. Сессия Инклюзивное развитие Eurasian Tech. Модератор: Николай Ярмов, старший советник AmCham в Узбекистане, Проект USAID по развитию предпринимательства и бизнес-среды/11 ноября 2021 года. URL: <https://www.facebook.com/FGICentralAsia/posts/434450318116124>
87. 9 ноября 2021 года представители USAID Центральная Азия, USAID Кыргызстан и Проекта USAID по развитию предпринимательства и бизнес-среды посетили компанию Namba Group Ltd в Бишкеке. URL: <https://www.facebook.com/FGICentralAsia/posts/435241551370334>
88. 9 ноября 2021 года в Бишкеке состоялась встреча делегации USAID Центральная Азия, USAID Кыргызстан и Проекта USAID по развитию предпринимательства и бизнес-среды с компанией ОсОО «Группа компаний Байбол». URL: <https://www.facebook.com/FGICentralAsia/posts/435250628036093>
89. 9 ноября 2021 года представители USAID Центральная Азия, USAID Кыргызстан и Проекта USAID по развитию предпринимательства и бизнес-среды посетили компанию ОсОО «Текстиль Транс», которая является крупнейшей текстильно-швейной компанией Кыргызской Республики. URL: <https://www.facebook.com/FGICentralAsia/posts/435261621368327>
90. Третий Евразийский форум «StrategEast State and IT», с темой «Развитие через сотрудничество». URL: <https://www.amcham.kg/amchamnews/tretij-evrazijskiy-forum-strateg-east-state-and-it-s-temoj-razvitie-cherez-sotrudnichestvo/>
91. 11 ноября 2021 года представители Проекта USAID по развитию / 18 ноября 2021 года предпринимательства и бизнес-среды посетили компанию Кант Сут в Кыргызстане. URL: <https://www.facebook.com/FGICentralAsia/posts/438898964337926>

92. Представители Проекта USAID по развитию предпринимательства и бизнес-среды посетили 11 ноября 2021 года компанию Olive Hotel в Кыргызстане. URL: <https://www.facebook.com/FGICentralAsia/posts/438900851004404>
93. 11 ноября 2021 года состоялась встреча сотрудников Проекта USAID по развитию предпринимательства и бизнес-среды с Кыргызской ассоциацией разработчиков программного обеспечения и услуг (КАРПОУ), которая является первой ИТ-ассоциацией в Кыргызстане. URL: <https://www.facebook.com/FGICentralAsia/posts/438901854337637>
94. 11 ноября 2021 года представители Проекта USAID по развитию предпринимательства и бизнес-среды посетили компанию Кант Сут в Кыргызстане. URL: https://www.instagram.com/p/CWZ_9H2Mjzu/
95. Представители Проекта USAID по развитию предпринимательства и бизнес-среды посетили 11 ноября 2021 года компанию Olive Hotel в Кыргызстане. URL: <https://www.instagram.com/p/CWwACfhsNV0/>
96. 11 ноября 2021 года состоялась встреча сотрудников Проекта USAID по развитию предпринимательства и бизнес-среды с Кыргызской ассоциацией разработчиков программного обеспечения и услуг (КАРПОУ), которая является первой ИТ-ассоциацией в Кыргызстане. URL: <https://www.instagram.com/p/CWwAE1rsEtl/>
97. Роуд-шоу в формате B2B с кыргызскими туроператорами состоялся в Алматы 19 ноября 2021 года при поддержке Проекта USAID по развитию предпринимательства и бизнес-среды. URL: <https://www.facebook.com/FGICentralAsia/posts/439628080931681>
98. On December 3, 2021, the inaugural meeting of the Discussion Club of Women - Entrepreneurs of Central Asian countries was held in Uzbekistan. URL: <https://www.facebook.com/FGICentralAsia/posts/449756659918823>
99. Tashkent, Uzbekistan (UzDaily.com) -- Expert of EY moderated a session on the contribution of women entrepreneurs to the economy on 3 December in Tashkent. URL: <https://www.uzdaily.uz/en/post/69992>
100. Barkad company in Kyrgyzstan, which produces 150 names of frozen semi-factory and sausage products, became the first company in the recycling industry of the country to take advantage of the stock market dl me financing a new investment project. URL: <https://www.facebook.com/FGICentralAsia/>
101. КФБ предлагает отечественному бизнесу привлекать инвестиции через фондовый рынок КР. URL: <https://www.kse.kg/ru/RussianNewsBlog/6860/KFB%20predlagaet%20otchestvennomu%20%20%20biznesu%20privlekat%20investitsii%20cherez%20fondovyyiy%20ryinok%20KR>
102. 16 декабря 2021 года Проект USAID по развитию предпринимательства и бизнес-среды в Кыргызской Республике совместно с Кыргызской Фондовой Биржей провел вебинар «Привлечение инвестиций на фондовом рынке Кыргызской Республики». URL: <https://www.instagram.com/p/CXux4OIKwL->
103. Кыргызская фондовая биржа в партнерстве с проектом USAID по развитию предпринимательства и бизнес-среды провела первый онлайн-вебинар на тему «Привлечение инвестиций на фондовом рынке». URL: <http://www.ktrk.kg/ru/news/s/66399>
104. Бизнесу КР рассказали о преимуществах привлечения денег на фондовом рынке / 17 декабря 2021 года. URL: <https://www.akhabar.kg/ru/news/biznesu-kr-rasskazali-o-preimushestvah-privlecheniya-deneg-na-fondovom-rynke/>
105. Бизнесу КР рассказали о преимуществах привлечения денег на фондовом рынке / 17 декабря 2021 года. URL: <https://newlinekg.com/ru/article/1036370/>
106. Привлечение инвестиций на фондовом рынке / 21 декабря 2021 года. URL: <https://www.youtube.com/watch?v=CquMGjtt7MY>
107. Впервые в Кыргызстане пройдет международная церемония награждения лучших ИТ-компаний KSSDA Awards 2021. URL: <https://kabar.kg/news/vpervye-v-kyrgyzstane-proidet-mezhdunarodnaia-tceremoniia-nagrazhdeniia-luchshikh-it-kompanii-kssda-awards-2021/>
108. Впервые в КР пройдет международная церемония награждения ИТ-компаний / 21 декабря 2021 года. URL: <https://banks.kg/news/an-international-award-ceremony-for-it-companies-will-be-hel-in-the-kr>
109. Минцифры: международная церемония награждения лучших ИТ-компаний KSSDA Awards 2021. URL: <https://www.facebook.com/watch/?v=328632872420466>
110. Впервые в Кыргызстане пройдет международная церемония награждения лучших ИТ-компаний KSSDA Awards 2021. URL: https://www.instagram.com/p/CXtGS_4opR5/
111. Впервые в Кыргызстане пройдет международная церемония награждения лучших ИТ-компаний. URL: <https://erkintoo.kg/vpervye-v-kyrgyzstane-projdet-mezhdunarodnaya-czeremoniya-nagrazhdeniya-luchshih-it-kompanij/>

112. On December 16, 2021, USAID Project on Entrepreneurship and Business Environment Development in the Republic of Kyrgyz together with the Kyrgyz Fund Exchange held a webinar "Attraction of investments in the stock market of the Kyrgyz Republic". URL: <https://www.facebook.com/FGICentralAsia/posts/459018372325985>
113. NambaMarket.kg became the first online store to apply the concept of darkstore in the Kyrgyz Republic. Namba Market accepts up to 20 orders a day with an average check of 1000 soms (about 12 US dollars). URL: <https://www.facebook.com/FGICentralAsia>
114. Kyrgyzstan hosts first ever international awards ceremony for best IT companies. URL: <https://newslinekg.com/article/1036774/>
115. В Кыргызстане выбрали лучших в IT-сфере за 2021 год. URL: https://24.kg/obschestvo/218245_vnbspkirgyzstane_vyibrali_luchshih_vnbsplIT-sfere_zanbsp2021_god/
116. On December 22, 2021, the first international KSSDA Awards 2021 award ceremony was held in Bishkek, organized by the Kyrgyz Association of Program Security and Services Developers (KARPOU) with the support of the USAID Development Project hospitality and business environment. URL: <https://www.facebook.com/FGICentralAsia/posts/pfbid0iXHeS5LSqApZegMjiF3XjmBxqGnUK7nH2dB3KVvUBQ3wK5oFY9x2ygCCefsvJnol>
117. 22 декабря 2021 года в городе Бишкек состоялась первая международная церемония награждения «KSSDA Awards 2021». URL: https://www.instagram.com/p/CX_DKDrsvrC/
118. 24 Jun 2022: Seller Disorelle Kyrgyzstan article on ekonomika Kyrgyzstan

OI_Submitted

1. OI_KG_Gulfood_B2B_Meetings (draft reviewed and edited on Feb 24) ACCEPTED

Bi-weekly Report_Submitted/Accepted

1. BW_KG_Tourism_RoadShow (submitted on Dec 22) _ ACCEPTED_(Jan19,2022)
2. BW_KG_TextileTrans_BondMarket – SUBMITTED on Jan 21_ ACCEPTED_ (Feb 03,2022)

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1. Ilmhona Hacathon Video (Dec 26) <https://fb.watch/aaF6-1a2QX/>
2. Hacathon announcement (Dec 9, 8, 6) <https://fb.watch/aaF9sKkVEx/>
3. Feedback about info tour in Panjakent - Gulnoza Usmonova, Central Asia, Tajikistan - YouTube
4. Feedback about info tour in Panjakent - Simpson John Philip, Central Asia, Tajikistan - YouTube
5. <https://www.facebook.com/1128481061/posts/10224693904471521/?app=fbl>
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10. <https://www.facebook.com/100003203084678/posts/4401892153260844/?app=fbl>
11. https://m.facebook.com/story.php?story_fbid=4775694275797508&id=10000070949753
12. VC_School_Launch
13. Ecommerce_Council
14. Women_Business_Project_Launch
15. Regulatory_Norms_Meeting
16. Nohid_Achievements
17. Women_Business_Project_Launch video material <https://fb.watch/cad9XUItOF/>
18. Women_Business_Project_Launch <https://www.facebook.com/NABWT/posts/7406039682770017>
19. Faridun Hamroev 23.01.2022 (Gastrotourism in Panjakent)
20. Faridun Hamroev 3.01.2022 <https://www.facebook.com/faridun.hamroev/posts/4703501036433286>
21. Chamber of Commerce 12.03.2022 <https://www.facebook.com/ccitajikistan/posts/339088446463022>
22. NABWT_Business Accelerator (June 13, June14, June 15, June 17);
23. NABWT_Meeting with FGI (June6);

24. NABWT_UZ_Business_Consulting (June 8);
25. NABWT_Business_Training (June 10);
26. NABWT_Feedback_Video1_Repost (May23);
27. NABWT_Feedback_Video2_Repost (May23);
28. NABWT_Feedback_Video3_Repost (May23);
29. Alif_Mentorship_Program (May 23; May 24);
30. NABWT_Video_Feedback (May 12);
31. Alif_Mentorship_Program_Launch (May 13);
32. NABWT_Video_Feedback (May 11);
33. NABWT_Program_Repost (May 5);
34. NABWT_Program_Completion_Repost (May 4);
35. Textile_Fair_UZ_Tour (Apr 28);
36. Women_Project_Repost (Apr 22);
37. Alif_Academy_Training (April 12);
38. Ilmhona_IT_Courses (April 12);
39. Panjakent_Tour_Report (April 15);
40. Women_Project_Launch_Repost (April 4);
41. TATOS posts on the Tourism Companies Study Toru to Uzbekistan;
42. June 2 <https://www.facebook.com/groups/1783192835161377/posts/2241376346009687/>
43. May 29 <https://www.facebook.com/groups/1783192835161377/posts/2238412849639371/>
44. Javohir_presentation in Brussels (June 2)
45. Tourism development center (June 7)
46. <http://namsb.tj/allnews/news/proekt-e-comsys-v-hudzhande/>
47. <https://nabwt.tj/kvest-pitching-dlya-uchastnikov-biznes-akseleratora/>
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49. Start-up_Choikhona_Kanibadam_opencall_Repost (Sep 22);
50. ACTED_training_Sustainable Consumption Production Repost (Sep 16)
51. NABWT_master_class_Repost (Sep 12)
52. NABWT_Masterclass (Sep 8);
53. NABWT_PitchDay (Aug8);
54. Babilon_Masterclasses_5th shift (Aug 10);
55. NABWT_DemoDay (Aug 11);
56. CAF_Participation (Aug 11)
57. CAF_USAID_CA_Repost (Aug 12);
58. NABWT_Experts_Training 1 (Aug 1);
59. EcomSys_Manual (Aug 1);
60. TNABWT_Experts_Training 2 (Aug 3);
61. My Babilon_Training_Start (July 22);
62. NABWT_Feedback_Repost (July 11);
63. SS_IT_Abdullo_Russian (July 14);

OI_Submitted

1. OI_TJ_Ilhomna_IT_Hackaton (submitted on Dec17)
2. OI_TJ_Panjakent_Video (submitted on Dec 1)
3. OI_TJ_Gulfood_B2B_Meetings (draft reviewed and edited on Feb 24) ACCEPTED

4. OI_TJ_NABWT_Launch (submitted on March 11) ACCEPTED
5. OI_TJ_VentureCapital_School_Launch (submitted on March 31)

Bi-weekly Report Submitted/Accepted

1. BW_TJ_Faravon_Study_Tour (submitted on Nov8)
2. BW_TJ_Germant_Legislation (submitted on October 19)- ACCEPTED
3. BW_TJ_UDPST_Legislation (submitted on October 19) ACCEPTED
4. TJ_NABWT_Business_Incubator (submitted on June 16) ACCEPTED
5. TJ_SSR_Adoption (submitted on June 20)
6. BW_TJ_USBDT_Project_Results (submitted on March 25)

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2. <https://orient.tm/ru/post/34718/usaidsposobstvuetrazvitiyu-eksportnyh-navykov-konsultantov-turkmenistana>
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5. <https://arzuw.news/v-turkmenistane-zapustjat-proekt-jeksportnaja-platforma>
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18. <https://orient.tm/ru/post/34889/usaids-fgi-provodit-otbor-turkmenskih-biznes-proektov-dlya-sofinansirovaniya>
19. <https://orient.tm/ru/post/34741/eksport-nepremennoe-uslovie-razvitiya-turkmenskoj-ekonomiki>
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25. <https://orient.tm/ru/post/35166/iskusstvo-marketinga-i-marketing-iskusstva-usaid-otkryvaet-cifrovye-rynki-remeslennikam>
26. <https://www.infoabad.com/847-zavershilsja-finalnyi-konkurs-programmy-handmade-export-2021.html?ISCI=031102>
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48. 23 Jun 2022: Article on Ready 4 Trade on Turkmenistan Government
49. Jun 18, 2022: Seller Hemden Carpets Turkmenistan success story on Business Turkmenistan
50. <https://orient.tm/ru/post/39760/usaid-podderzhivaet-eksport-turkmenskoj-produkcii-na-blizhnij-vostok>

OI_Submitted

1. OI_TKM_ISO_Certificates_Awarding (submitted on Dec17)
2. OI_TKM_Balam_Food_Expo (submitted on Nov 9)
3. OI_TKM_Weaving_EMarkets_Forum (submitted on Nov10)
4. OI_TKM_E-commerce_Demand_Generation_Program (submitted on Oct 20) – ACCEPTED
5. OI_TKM_Export_Consultants (submitted on Oct7)- waiting for feedback
6. OI_TKM_Market_Research_Training – SUBMITTED on Jan27
7. OI_TKM_USP_Training – SUBMITTED on Feb15
8. OI_TKM_Gulfood_B2B_Meetings (draft finalized and submitted on Feb 24)- SUBMITTED
9. OI_TKM_ISO_Training (revised and resubmitted on March4)
10. OI_TKM_IMS_Training (submitted on March 9) ACCEPTED
11. OI_TKM_Taze_ISO_ESG (submitted on March 24) _ saved to feature cumulative results
12. TKM_ISO_Training_Completion (submitted on June 22) under clearance
13. TKM_ORIENT_E-commerce_Program_Completion (submitted on April 28)

Bi-weekly Report Submitted/Accepted

1. BW_TKM_Burkut_Catalog (submitted on Dec 27)
2. BW_TKM_Balam_Food_Expo (revised as bi-weekly, submitted on Nov17)
3. BW_TKM_Weaving_EMarkets_Forum (submitted on Nov17) ACCEPTED
4. BW_TKM_Food_Safety_Standards (submitted on November 2) ACCEPTED
5. BW_TKM_Yupekchi_ISO (submitted on October 20)- ACCEPTED
7. BW_TKM_ISO_Certificates_Awarding (submitted on Dec17) _ ACCEPTED_ (Jan19,2022)
8. BW_TKM_ISO_Bagty_Zamana- SUBMITTED on Dec 4_ ACCEPTED_ (Feb 03,2022)
9. BW_TKM_HME_Statistics_Update – SUBMITTED on Feb 3
10. BW_TKM_HME_Demo_Day (submitted on March 14) ACCEPTED
11. TKM_ISO_Training (submitted on June 16_ ACCEPTED)

12. TKM_Orient_Program_Completion (submitted on April 28) ACCEPTED
13. TKM_Yupekchi_Export (submitted on May 23) ACCEPTED;

UZBEKISTAN

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62. <https://www.univ-silkroad.uz/en/news/novosti-universiteta/item/1151-representatives-of-the-silk-road-university-are-taking-part-in-ttm-2022>
63. <https://nuz.uz/sobytiya/1243581-ministry-turizma-uzbekistana-i-izrailiya-otkryli-mezhdunarodnuyu-vystavku-tashkent-travel-march-2022.html>
64. <https://human.uz/2/19/6523>
65. <https://tourquality.uz/uz/press-center/news/1317/>
66. <https://www.spot.uz/ru/2022/04/19/ebay-ca-hub/>

OI_Submitted

1. OI_UZ_VF_Management_Masterclasses (submitted on Nov11)
2. UZ_IT_Astrum_Project_Launch (submitted on April 21)

Bi-weekly Report_Submitted/Accepted

1. BW_UZ_Tourism_Safe_Fund (revised and resubmitted on November 2)
2. BW_UZ_AmCham_RT_DoingBusiness (submitted on Oct 6) ACCEPTED
3. BW_UZ_Consumer_Right_Protection – SUBMITTED on Jan 14 ACCEPTED_ (Feb 03,2022)
4. BW_UZ_VC_Fund_BEE (revised and resubmitted on Feb 15) - ACCEPTED
5. G-RIA_Workshop_UZ (submitted on June 23) ACCEPTED
6. Tumaric.Tech_WSIS_Award (submitted on June 3) ACCEPTED
7. UZ_Fashion_Week_Fergana (submitted on June 3),
8. BW_UZ_Tourism_B2B_Meetings (submitted on May 23) ACCEPTED.

ANNEX V. SUCCESS STORIES

		DATE PUBLISHED	LINK
KAZAKHSTAN			
KAZBEEF		December 14, 2021	The Benefits of Joining a Sustainable Supply Chain
MOST		October 29, 2021	Education App Opens Doors
KYRGYZSTAN			
BAIBOL		January 27, 2022	Traditional Kyrgyz Carpets Decorate Homes Around the World
UZBEKISTAN			
SHARQAYOLI		December 15, 2021	Woman and The Digital Economy

APTA



November 17, 2021

[Returning to Their Roots](#)

LE BAZAR



March 15, 2022

[Le Bazar: Making Grocery Convenient Across Uzbekistan](#)

ABDUVALI ABDUKAYUMOV



February 18, 2022

[Uzbek Traditions Gain New Audience Through E-Commerce](#)

MERZACHUL TEKS



February 2, 2022

[A Passion for Mentorship – Given and Received](#)

ZAINURA



September 9, 2022

[Weaving new skills into a creative career](#)

TAJKISTAN

ILMHONA



May 25, 2022

[Programming a Future in IT](#)

BABILON SOR PIZZA



August 23, 2022

[E-commerce startup delivers pizza](#)

TURKMENISTAN

HANDMADE EXPORT
2021_NAZILYA



July 7, 2022

[A Turkmen Dream Travels Around the World](#)

ANNEX VI. ENVIRONMENTAL SCREENING: FGI GRANTS UNDER FGI-APS-2021-03

№	Grant Agreement #	Name of the organization	Country	Sector	Amount Requested, USD	Name of the Project	Description of Project Goal and Objectives	Environmental Threshold Determination	Comments
1	FGI-APS#3-KG-2021-01	Kyrgyz Cashmere	KG	Light Industry	\$30,000.00	Development of Cashmere fiber production	Through the grant support of USAID FGI, Kyrgyz Cashmere is planning to invite the Cashmere Fibres International to Kyrgyzstan to transfer the technology of industrial cashmere dehairing and conduct a series of training sessions. CFI has over thirty years of experience in all aspects of this business, from collection to processing and sales. The focus of these visits would include the key operation activities/functions of the business: sourcing/purchasing quality fiber, overseeing the proper scouring of this fiber, correctly sorting the fiber into quality categories, and correctly operating the machines to dehair all the various fiber types: cashmere, camel, and yak. A comprehensive standard operating procedure manual will be created based out of these training sessions and real-time machine/production performance of staff will be monitored and tracked.	CE	
2	FGI-APS#3-KG-2021-02	Alaiku Organics	KG	Food and beverage	\$35,000.00	Development of application for the Taza Sut project	The aim of the project is to develop a software that will allow the company to improve access to farmers' data, lead to facilitated reporting and settlement with farmers by one employee and ensure the availability of information for monitoring and financial analyzes. Farmers will benefit from this software too. This program will allow them to monitor the volume of raw materials sold, both quantity and quality. This statistical information will allow farmers to facilitate access to finance in partner banks of Alaiku Organics. The project is planned to be implemented consisting of two components: • Creation of software for reporting by Alaiku Organics on farms.	CE	

							<ul style="list-style-type: none"> • Implementation of software, which includes training for farmers and increasing the company's client base. 		
3	FGI-APS#3-KG-2021-03	Textile Trans	KG	Light Industry	\$20,000.00	Development of the textile and garment cluster	<p>Textile Trans plans to introduce the international quality management system ISO 9001:2015. This standard will allow solving two tasks at once:</p> <ul style="list-style-type: none"> - Confirmation of the high quality and efficiency of our company; - Implementation of a process approach in the work of company and between its factories. <p>The process approach is the basis of ISO 9001 and its essence lies in the management of the company's activities as a process aimed at achieving a certain result. This allows the company to be managed as a single and integral system. Textile Trans and its factories are a system of interconnected processes by which the company achieves its goals, and it is important to have an efficient interaction of these processes.</p>	CE	
4	FGI-APS#3-KZ-2021-01	Magnum C&C	KZ	IT	\$21,976.74	Automation of financial reporting and business analytics	<p>The project is to develop a digital management information system at the company enabling to provide the analysis on the performance at a product, a supplier, a unit, and a branch level to make management decisions on investment, sales, HR and supplies. This will be obtained through improvement in the accounting information system, data structuring implementation in the accounting information system, and model development and maintenance which allow the company to achieve its stated goals in the country and confidently enter the Uzbek market.</p>	CE	
5	FGI-APS#3-TJ-2021-01	National Association of Business Women of Tajikistan	TJ	Start-ups ecosystem	\$49,870.00	Business Accelerator for Women and Youth	<p>NABWT is planning to create Business Accelerator for Women Entrepreneurs and Youth (BA) within the framework of the proposed project. The main goal of BA will be to help and assist aspiring start-up women and young entrepreneurs with great potential who have business ideas and are considering strategies to expand and sustainably strengthen their current businesses, to grow, scale up, and enter new markets. The main result of the</p>	CE	

							project will be creating employment and self-employment, building strong and competitive businesses. The main priorities in the BA will be in the following sectors: education, ICT, E - Commerce. The result of the successful completion of the BA program for participates will be a decision on the application of receiving investment from business angels, private investors or financing from the IMON Micro-Loan Fund.		
6	FGI-APS#3-TM-2021-01	PE "Orazova" (Standart Hyzmat)	TM	Consulting (covers all sectors)	\$49,266.00	Availability of consulting services in Turkmenistan	<p>The project consists of two objectives:</p> <p>Create a network of consulting services in large cities of all five regions of Turkmenistan. With USAID's funding, the company plans to recruit 15 people, three from each of the five regions, and train them on implementing ISO 9001, ISO 14001, ISO 45001, and ISO 22000.</p> <p>Train experienced ISO consultants on the implementation of ISO 27001 Information Security Management System and Halal Food safety standard as well as train ISO auditors on the certification audit of the ISO 27001 and Halal.</p>	CE	
7	FGI-APS#3-TM-2021-02	PE "Kakabegov"	TM	E-commerce	\$35,000.00	Promotion of e-commerce in Turkmenistan	<p>The program consists of the following objectives:</p> <ol style="list-style-type: none"> 1. Creation of a monitoring system for the logistics of the requested cargo. 2. Implementation of a comprehensive control system for the release of goods and services, control and promotion of international agreements and supplies. 2. Development of the Terms of Reference for the construction of an improved logistics base for e-commerce 3. Creating and improving jobs for women. 4. Professional development of employees. 	CE	
8	FGI-APS#3-UZ-2021-01	Sharq Ayoli	UZ	ICT	\$39,436.20	Women and the Digital Economy - Phase 2	Organization of seminars for women entrepreneurs of the Jizzalh, Namangan, Samarkand regions and Republic of Karakalpakstan on the development of e-commerce, improving the legislation of	CE	

							Uzbekistan and relevant areas of international regional cooperation in the field of ICT "		
9	FGI-APS#3-UZ-2021-02	APTA	UZ	Tourism	\$48,998.00	Development of CBT in Uzbekistan, through increasing the professional competencies of rural residents - Phase 2	Improving the quality of service (by implementing high standards of service), the level of knowledge and competence of owners of family guest houses and other beneficiaries of rural areas involved in this business direction, through trainings, webinars and training materials based on successful international experience and successful practices, improving the quality of life in rural areas, preserving the natural and cultural heritage of the village, traditional way of life, reducing the outflow of youth and active population from villages to cities.	CE	
10	FGI-APS#3-UZ-2021-03	IT Park Uzb	UZ	ICT	\$49,538.40	Tumaris.Tech in Central Asia	The project aims to scale up the entrepreneurial opportunities of young women in Central Asia by supporting their innovative business ideas and providing free education, as well as creating a women's start-up community in Central Asia.	CE	
11	FGI-APS#3-UZ-2021-04	Bilim Tech (Astrum IT academy)	UZ	ICT	\$50,000.00	IT Training Program for Young Women	The project is supposed to train 200 women in 6 courses in ICT areas (full-stack programming, data analytics, etc.). Conduct Job Fair and employ at least 100 women.	CE	
12	FGI-APS#3-UZ-2021-05	UZVCA	UZ	ICT	\$20,000.00	Central Asia Think Big Fintech Boot Camp Program	Central Asia Think Big Fintech Boot Camp is a project that aims to assist Central Asian start-ups in addressing the challenges they face in preparation for the next stages of their projects and acceleration, such as launching or reaching a higher stage in their project.	CE	

13	FGI-APS#3-UZ-2021-06	Public Fund "Future Begins Today"	UZ	Light Industry	\$48,488.00	FERGANA VALLEY Fashion Week (FVFW)	FERGANA VALLEY Fashion Week (FWFV) is a project aimed at developing cooperation between leaders of the fashion industry, textile enterprises, young designers, artisans, as well as representatives of the creative industry of the Fergana Valley region. The first Fergana Valley Fashion Week will be in Namangan, the number of participants at the opening and participation in the main show is at least 200. The FWFV will attract at least 15 designers, 2 of them from the EU. Designers from the EU will conduct 2 trainings and master classes for 40 representatives of the garment industry, it is planned to hold 3 round tables in Margelan, Osh and Khujand with the participation of designers from 3 countries, a competition of young designers will be held in 2 stages - at the national level, then the final in during the FWFV with the participation of at least 30 young designers from 3 countries, at least 30 models will be trained to be attracted to the main show.	CE	
14	FGI-APS#3-UZ-2021-07	Marifat Manbai	UZ	Tourism/Textile	\$24,948.40	NATIONAL HANDICRAFTS	Training in the profession and providing jobs for girls and women in Kashkadarya. Under the program, 150 girls and women will be trained in sewing and national embroidery, carpet weaving, and provided with materials for independent work. They will also be trained in the rules of e-commerce in order to enter foreign sales markets. The training will be conducted in the city of Shakhrisabz, villages of Uch Uyluk, Varganza, Avazmalik.	CE	
				TOTAL	\$522,521.74				

ANNEX VI. ENVIRONMENTAL SCREENING: FGI GRANTS UNDER FGI-APS-2022-04

No	Application #	Name of the organization	Country	Sector	Amount Requested, USD	Contribution	Toal Amount of project	Organization's profile	Name of the Project	Description of Project Goals and Objectives	Environmental Threshold Determination	Comments
1	FGI-APS#4-KG-2022-01	Cool Bro's	KG	Textile	\$45,000.00	\$57,954.00	\$102,954.00	Cool Bros LLC is one of the largest enterprises in Kyrgyzstan for sewing knitwear, which has a powerful production base - 2 Cool Bros factories and 1 Global Garment affiliated factory located in Batken region. Factories are equipped with modern and high-tech equipment. Cool Bros LLC exports more than 95% of its products. Over the years, the company has established itself in the CIS market as a reliable partner and in 2020 entered the European market (Germany). The total number of employees of the enterprise is more than 1000 people (men - 30%, women - 70%). In 2021, the company managed to obtain the OEKO-TEX Standard 100 Certificate, which is a global system for testing and certifying consumer textile products for the absence of substances hazardous to humans. The OEKO-TEX Standard 100	Optimization of the production system by implementing Lean manufacturing and ERP system	Cool Bros LLC has reached considerable heights and has one of the largest production facilities in the country. Meanwhile, the company has an acute issue of competitiveness, which directly depends on a rationally built production system. The company has explored many methods and ways to optimize production and increase the efficiency of factories without increasing production capacity. Cool Bros studied foreign experiences and world practices, conducted their own research. Based on the results of such a brainstorming session, it identified that the most optimal solution for the company will be the implementation of Lean Production, Kaizen and implementation of ERP system. The company is not focused on cutting costs, which could lead to a decrease in product quality, but on reducing losses. In any company - from manufacturing to healthcare and transportation - there are hidden losses. They increase production costs, increase the payback period of investments and lead to a decrease in the motivation of employees. By implementing lean production, Cool Bros wants to identify losses and eliminate them. Combined with ERP System, it will make it possible to achieve a further reduction in production costs, improvement of the quality of products, and	Negative Determination with Conditions	

								certificate is issued in the absence of prohibited substances in the tested textile products in accordance with the requirements of the European Union.		improvement of the company and technology of management. Expected results of the project: Implementation of ERP system and Lean/Kaizen in three factories, at least 600 improved jobs (75% women), sales increase 15%, 70 people trained, growth of labor productivity by 15%, reduction of losses from defects by 20%.	
2	FGI-APS#4-KG-2022-02	Shvey Profit	KG	Textile	\$30,000.00	\$89,400.00	\$119,400.00	ShveiProfit LLC specializes in the provision of services for the sewing of women's clothing. The company works with more than 60 Russian and Kazakhstan clothing brands, providing services for the development of models, the selection of fabrics and the organization of placement of orders at sewing shops in the Chuy and Issyk-Kul Regions. The purchase of raw materials takes place in the Kyrgyz and Uzbek markets, as well as in Turkish companies. Sewing is carried out in 33 partner sewing shops, where from 4 to 25 people work, there are also large sewing contractors with employees up to 100 people. The total number of employees of partner shops is more than 400 people. In 2021, Shveiprofit LLC created 2 own clothing brands INICIO and	Implementatio n of modern skills in the sewing industry and entry into the European Union market	The company has a need to produce more than 50,000 units of clothes per month, currently the partner sewing shops can only produce 30,000 units per month. It is possible to increase the volume of production either by expanding the partner network, or by improving the efficiency of existing partners. Shveiprofit believes that the second option will be the most cost-effective. To do this, the company plans to select and train 20 technologists to work in partner sewing shops. These technologists will be selected, trained to assess learning ability, and will be provided advanced training on three topics: TWI (Training Within Industry), 3G Taylor (Speed Training of Seamstresses) and Kaizen Principles. Thus, having trained 20 technologists and placed them in rotation into 33 partner workshops, we will be able to train more than 60 seamstresses and technologists who already work at the sewing shops. These seamstresses will have access to information and learn modern sewing and work methods, which, unfortunately, seamstresses in small and medium workshops do not have access to because sewing shops do not have the opportunity to find and train these	Categorical Exclusion

								Nejno and selling the products on the Wildberries marketplace.		specialists. Another goal that the company wants to achieve is the expansion and diversification of sales markets for the development of sales of its own brands. Initially, ShveiProfit plans to start working with the German market by selling products on the Amazon Germany and OTTO marketplaces. It will allow the company to diversify currency risks and increase sales. Expected results of the project: Train 20 technologists, train and improve jobs of 60 seamstresses, increase sales by 30%, increase the efficiency of partner sewing shops by 15%, export to European Union.	
3	FGI-APS#4-KZ-2022-01	MOST	KZ	IT start-ups & Venture Investments	\$48,000.00	\$49,000.40	\$97,000.40	“PF “Social and Public Foundation of Leaders of Kazakhstan” (MOST Business Incubator) is a community that brings together start-ups, business angels, market experts and corporations to create better conditions for the development of IT and the start-up ecosystem of Kazakhstan and Central Asian countries. The business incubator has extensive experience in supporting entrepreneurs in scaling, attracting investments and building IT start-ups. The mission of the organization is to nurture a new generation of outstanding entrepreneurs who will become the engine of	Central Asia – Venture-ready Region	Development of an ecosystem of angel investments. Creation of platforms for joint investment, including local chapters of clubs business angels, venture funds, associations for broadcasting ideas and legislative changes in the field of venture capital financing. ● Creation of strong funnels of start-ups for investment. Creation of start-up communities and a single consolidated database of start-ups in the countries of Central Asia, where everyone Invest will have access to view start-up indicators and contacts; ● Improving the investment attractiveness of the region, conducting investment transactions; ● Promote regional business cooperation, increase the number of business angels in countries of Central Asia.	Categorical Exclusion

								economic growth in the countries of Central Asia.				
4	FGI-APS#4-TJ-2022-01	Pamir Trips	TJ	Turism	\$31,105.00	\$77,915.00	\$109,020.00	<p>The company Pamir Trips was founded in 2008 and re-registered in 2016, License category FS No 0000034, more than 12 years of experience with tourists. He is a member of ATTA (Adventure Travel Trade Association). Since 2008 he has been the founder and member of PECTA (Pamir Eco Cultural Tourism Association) Pamir Trips provides group and exclusive tours, individually developed services for journalists, professional media, for scientists, and organizes different travel options for simple adventurers in four countries of Central Asia – Tajikistan, Uzbekistan, Kyrgyzstan and Afghanistan, which are known to the world as countries located in the valley of the Great Silk Road.</p>	Mountain tourism is a source of hope and economic growth in the regions of Tajikistan	<p>The goal of the project is to use the natural tourism potential of the remote mountainous regions of Tajikistan in favor of the economy of these areas, through the development of mountain tourism to create new jobs for locals, thus bringing the economy of the region to a sustainable level.</p> <p>Activities/milestones: This project is aimed at creating material and technical bases for the development of mountain tourism in two of the most underdeveloped regions of Tajikistan, with the aim of improving the local economy by training and involving the local population in the field of tourist services. Tourist infrastructure is a basic condition for the development of tourism, it contributes to the development of the territory and the rational use of resources by the tourism business, serving tourists, creating the necessary and sufficient level comfort in the places of their stay, as well as improving the living conditions of local residents, providing new jobs.</p> <p>The result of the project will be the appearance on the map of Tajikistan of two high-altitude base camps equipped with modern standards of mountain tourism, capable of providing mountain tourism lovers with a whole range of services for accommodation, food, necessary information about routes, medical care, equipment rental, access to communication facilities and the Internet. The appearance of these camps will contribute not only to the development of mountain tourism and</p>	Negative Determination with Conditions	ERC is developing

										<p>increasing the attendance of tourists to these target areas, it will also serve to popularize the country in the tourist market as a whole and will significantly raise the image of the country in the field of tourism and services.</p> <p>Main project activities:</p> <ul style="list-style-type: none"> • Trainings for guides, local community and staff on: Environmental issues, cooking, first aid and safety and others • Purchase and delivery of equipment for the creation and technical equipment of two base camps of tent type in two target areas • Development of new routes around the target areas, creation of a unique tourist product for rafting • Marketing activities 		
5	FGI-APS#4-TJ-2022-02	Imkoniyat & Durnamo	TJ	Entrepreneurship	\$35,560.00	\$95,871.00	\$131,431.00	Start-up Choikhona is a platform for attracting young people to entrepreneurship. The initiative was launched in 2016 and operates within the framework of the Public Organization Imkoniyat va Durnamo.	Promotion of start-up Choikhona platform	<p>Start-up Choikhona aims to increase youth employment, create jobs, empowerment, income generation and innovative entrepreneurship. Start-up Choikhona pitching competitions give entrepreneurs the opportunity to put forward their ideas for start-ups, as well as find business partners, coaching and see if their business idea has the potential to grow.</p> <p>In this regard, the benefits of the program include:</p> <ul style="list-style-type: none"> • Involving young people in entrepreneurship by developing innovative business ideas for key areas of the country's economy. • Creation of jobs. • Improving business skills among young people. • Promoting innovation. • Formation of a network among young people, business coaches, entrepreneurs and investors, 	Categorical Exclusion	Approved by COR

										<p>which in turn leads to an improvement in the country's entrepreneurial ecosystem.</p> <ul style="list-style-type: none"> • Communication of potential investors and start-up entrepreneurs <p>Project goals:</p> <p>The goals of the project: youth employment, teaching the basics of entrepreneurship, creating new jobs, reducing the percentage of youth migration to other countries.</p> <p>Activities/milestones:</p> <p>Start-up Choikhona is a competition among start-up entrepreneurs. Participation in competitions occupies a special place among all types and forms of activities that contribute to the activation of cognitive activity, the realization of the creative potential of students.</p> <p>The Business Idea Competition raises interest in entrepreneurial expertise and identifies talented and creative young people. Project is planning to conduct 5 Start-up Choikhonas in different regions. For wider coverage project will cooperate with universities.</p> <p>The key stages of each Start-up Choikhona are:</p> <ul style="list-style-type: none"> • Organizational work and PR • Acceptance of applications • Incubation program • Working with mentors and creating a project prototype • Pitching contestants <p>In addition, the project hires, and trains 10 representatives in 10 universities in different regions of the country. Representatives will work with youth at universities, maintain networks of Choikhona alumni and organize</p>		
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										<p>similar events in the future.</p> <p>Project will create 2 special centers in universities where student and young specialist can come and join different programs.</p> <p>The project activities:</p> <ul style="list-style-type: none"> • Start-up Choikhona in Technological college in Kanibadam (Sugd region) • Training program for Representatives • Development centers in universities • Start-up Choikhona in Mountain University in Buston (Sugd region) • Start-up Choikhona in Khujand Polytechnic University (Sugd region) • Start-up Choikhona in Bokhtar (Khatlon region) • Start-up Choikhona in Kulyab (Khatlon region) 		
6	FGI-APS#4-TJ-2022-03	Vahdat Textile	TJ	Textile	\$48,600.00	\$622,928.00	\$671,528.00	<p>Factory LLC "Vahdat Textile" Tajik manufacturer specializes in the production of high-quality hosiery that meets international standards. The company started production in the Yavan region in 2012. Today company have factories in Yavan, Dushanbe and Kulyab.</p> <p>As of today, 226 (of which 158 women) people work in Dushanbe, 75 (of which 58 are women) people in Yavan and 88 (of which 21 are women) people in Kulyab. The company can produce 34 million pairs of socks per year.</p> <p>The company is mainly focused</p>	Introduction of new production standards	<p>The goal of the project - implementing international production standards and corporate governance in its own enterprises to meet the requirements of OEKO-TEX and BCSI certification and international customers.</p> <p>Activities/milestones:</p> <p>The company has held further talks with Delta Socks to renew partnerships and production under the Nike, Hugo Boss and Fila brands for the European and US markets. One of the main requirements of the partners is the need to implement the BSCI and OEKO-TEX standards, and to attract international experts. The company is planning to pass an audit and obtain the indicated certificates by the end of 2022, as well as introduce corporate governance. The process of obtaining certifications takes time and preparation, which will help the company to</p>	Negative Determination with Conditions	ERC is correcting

								<p>on the Russian market. In Russia, the company has more than 2,000 points of sales. 90% of products are sold in the Russian Federation. The second most important market for the company is Kazakhstan. Company is planning to start sales in European countries and US.</p> <p>The quality of the products of JV "Vahdat Textile" LLC is determined by the high technical equipment of the factory. The products of JV Vahdat Textile LLC are made from fine-staple and medium-staple cotton, which has a high degree of cleaning and processing, which allows the products to be environmentally friendly, soft, and comfortable to wear. The company has an ISO 9001 2008 certificate for quality management, and they are holder of the BCI cotton certificate.</p>		<p>pass the audit.</p> <p>Also, company planning to buy a Laboratory. Now, Vahdat Textile LLC also does not have a laboratory for product quality analysis, and this does not allow the company to constantly keep quality under control. For these purposes, the company plans to buy a laboratory. This laboratory will provide services not only to JV Vahdat Textile LLC but will also be able to help other enterprises in the region with determining the quality of manufactured products.</p> <p>Main project activities:</p> <ul style="list-style-type: none"> • Physical preparation of the enterprise for certification • Audit process and obtaining OEKO-TECH and BSCI certificates • Purchase and installation of the laboratory 		
7	FGI-APS#4-TJ-2022-04	MRA Academy	TJ	IT	\$11,440.97	\$11,440.98	\$22,881.95	<p>MPA was founded in 2014 and has an office in Dehmoy, Tajikistan. The focus of the company is outsourcing and staffing of IT projects and services from foreign countries. Talented Tajik graduates and IT</p>	MRA Academy	<p>Project goals: Training for young programmers who will program in the C # language, as well as their soft skills training, with the aim of employment in the company itself and in other successful companies. Trainings will be conducted in Rasulov region (rural area) and Khujand city.</p>	Categorical Exclusion	

							<p>specialists are hired and trained in accordance with the international standard in the field of software development. The company invests in employees to improve their language and technical skills, so that they can produce a high-quality software product and be free to communicate with foreign clients. The company's vision is to take our business partners to the next level success by providing quality IT outsourcing and staffing services. The mission of the company is to attract local talent to the team specialists and enable them to provide high-quality IT services to our partners. We want to contribute to the development of Tajikistan and keep talented people here, next to their families. There is a drain among university graduates when low wages or lack of jobs force them to leave for work in Russia and other countries. The founders of MPA are James Wenger Lovell and Dilshod Niyozov. The General Director of the company is Dilshod Niyozov.</p>	<p>Partnerships: MRA will work closely with Khujand State University for implementing this project. Project will be financed by USAID FGI and MRA.</p> <p>Benefits: The grant is expected to benefit 176 (40 % female) young people. At the end of all cycle of the courses 32 graduates will be employed in "Muttakhassisoni Rohi Abreshim (MRA)" LLC, various IT departments of the country's companies, and some of them will work as freelancers. Moreover, all graduates will develop their soft skills which are so important for IT guys.</p> <p>Anticipated Results:</p> <ul style="list-style-type: none"> • Improve coding skills of 176 participants in popular programming language, C # • Improve job hunting and soft skills of participants 		
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8	FGI-APS#4-TJ-2022-05	New Algorithm	TJ	IT	\$25,805.00	\$25,800.00	\$51,605.00	<p>New Algorithm LLC at the peak of the COVID-19 pandemic in March 2020 began its activities in the field of children's programming in Khujand. Showing good results and having entered the trust of parents and children, in August 2020 she opened her branch in Dushanbe. To date, we have trained over 650 teenage students, as well as young people aged 18+ and over, and employs about 15 employees in two centers in Khujand and Dushanbe. Today, the demand for programming training among young people is growing and there are a lot of requests for free education. In this regard, starting from May 2021, we began to cooperate with international organizations and implemented several projects. The founder of New Algorithm LLC is Mavlon Mamadzhonov, who is himself a programmer with 15 years of experience and co-founder and director of two branches of New Algorithm LLC is Pulatova Umedakhon.</p>	Education and training of IT specialists for outsourcing	<p>The goal of the project is to train 48 young people in Khujand and 24 young people in Dushanbe on Front-end and Back-end coding with subsequent employment in our partner organizations as IT Service LLC, OJSC Bank Eskhata, OJSC Commerzbank, MDO Aziz Molia, etc.</p> <p>Partnerships: Donors</p> <p>Benefits: The grant is expected to benefit 72 young people, who will receive modern IT trainings. In addition, a job fair will be organized as part of the project. The event will be attended by all big companies and young IT professionals who are looking for a job. Holding such an event in the Sughd Region will help big companies to better explore the market of IT professionals in this region, and young professionals to find work.</p> <p>Anticipated Results:</p> <ul style="list-style-type: none"> • 75% of gradulators will be provided with paid internships with subsequent employment • Training participants will improve job hunting and soft skills of participants 	Categorical Exclusion	
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9	FGI-APS#4-TJ-2022-06	UPSDT	TJ	Textile	\$28,688.00	\$41,569.00	\$70,257.00	<p>The Private Sector Development Union of Tajikistan is a public, non-profit organization that unites Associations and individual commercial and public organizations that promote business development in Tajikistan.</p> <p>The mission of the organization is to develop a favorable business environment in Tajikistan. To do this, the Union sets itself goals and objectives that are aimed at: creating a common information (unifying) resource of business environment; improving the efficiency of business associations of the Union members; improvement of their organizational structure through consulting and support, provision of information and analytical, methodological, legal and other assistance on issues of their professional activities; collection and preparation of proposals from associations, public associations and entrepreneurs to the public authorities of the Republic of Tajikistan for effective public private dialogue.</p> <p>The union was founded in 2013</p>	Strengthening the capacity of SMEs in the textile and clothing sector in effective management and promotion of products to new markets	<p>The aim of this project is to strengthen the capacity and promote the competitiveness of small and medium-sized enterprises in the textile and clothing sector to enter new markets.</p> <p>Partnerships: GIZ, UPSDT, SMEs</p> <p>Benefits:</p> <ul style="list-style-type: none"> • Strengthen the existing potential of the 3 anchor companies in the systematization of production and marketing to produce the required volumes of products in demand in the domestic and international markets. • Strengthen the technical potential of 25 small enterprises from among technologists and seamstresses in the production of quality products (outerwear for men and women (suit)) on the basis of clothing factories in the Namangan region of the Republic of Uzbekistan. • Facilitates the integration and creation of three production tandems in Dushanbe, Sughd region and Khatlon region of the Republic of Tajikistan, interacting on the basis of outsourcing, to create and sell the necessary volumes of products both in the domestic and foreign markets. <p>Anticipated Results:</p> <ul style="list-style-type: none"> • The creation of an efficient manufacturing enterprise (companies tandem) capable of producing high-quality competitive products in the required volume • Increasing the export potential of companies • Development of all textile sector 	Categorical Exclusion	
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								<p>as the Umbrella Business Association. The main source of funding is membership dues and contributions from member organizations of the Union, as well as technical support of international partner organizations.</p> <p>The Union brings together more than 80 member organizations that are represented in various sectors</p> <p>economics: agribusiness; construction and mining; textile and clothing sector and branch universities; tourism, consulting, ICT and services. In turn, 11 organizations membership-based associations unite about 502 enterprises.</p>			
10	FGI-APS#4-TM-2022-01	Annageldiyev	TM	Food & Beverages	\$39,680.00	\$153,485.71	\$193,165.71	<p>Annageldiyev Charyar registered as an entrepreneur in 1997. From the moment of registration, the Entrepreneur was a wholesale importer of beverages from Uzbekistan and Russia. In late 1990, the Entrepreneur purchased PET blowing and semi-automatic filling line equipment from China and started producing beverages under the "Archalyk" brand (www.archalyk.com). In 2002 an entrepreneur</p>	Expansion of the beverage production	<p>The project's primary goal is to expand beverage production by increasing production efficiency. From 2018 to the present day, the Entrepreneur has been consistently expanding production capacity, and during these four years, the Entrepreneur purchased four filling lines, two of which were purchased from leading equipment producer Kronas (with the capacity of 12,000 and 24,000 pcs/hr). However, the Entrepreneur is facing the problem where different production cycles and units are hard to synchronize. The Entrepreneur wants all the production processes to work synchronically, from water filtration to beverages' saturation, filling, and packaging. At</p>	Categorical Exclusion

							<p>purchased a filling line for 19 liters bottles of spring water. The same year the Entrepreneur received the license for the production and sales of water. Since then, the products offered by the Entrepreneur have increased in demand and brand recognition throughout the country. As a result of the increased demand, the Entrepreneur regularly expanded production capacity and modernized production lines by purchasing new equipment from Poland, Germany, and Turkey. The Entrepreneur has also been expanding the production land and presently owns the 3.5-hectare land. As of 2022, the Archalyk brand is the second most recognized beverage brand in Turkmenistan after Coca-cola.</p>		<p>the moment, each process more or less works autonomously, and in terms of production increase in one process, the general production process cannot engage at its full capacity. According to the data, the production cannot engage in efficiency higher than 70-75%. In order to overcome this challenge, the company is willing to automatize, synchronize and formalize all the production processes from A to Z. The Entrepreneur is applying for the USAID grant to hire a group of consultants to help the company identify the bottlenecks in production, synchronize all the processes and provide training for workers at every cycle of the production process. Within the framework of this grants program, the Entrepreneur also plans to acquire ISO 9001 and ISO 22000 certifications to improve the quality and food safety management systems.</p> <p>Project outcomes: The synchronization of the production processes will decrease costs and increase efficiency in using electricity, raw materials, and labor. Besides, the project will enhance the production-related literacy of employees. This would be achieved through direct practical methods provided by the specialists, promoting jobs and creating highly competitive products in the local market. The company receives many inquiries for the export of its products to the CIS countries. Despite the steady production expansion, the Entrepreneur barely covers the need for his products in the local market. Thus, the project – i.e., effective use of production and improved</p>	
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										management system- will increase the capacity, satisfy the needs of the local demand, and allow exporting to neighboring markets. Besides, all the activities mentioned above will impact the Entrepreneur's total sales and help create more than 50 jobs for young employees (30 of whom could be women).		
11	FGI-APS#4-TM-2022-02	Degirmen group	TM	Fin services	\$49,971.00	\$83,296.00	\$133,267.00	The economic society "Degirmen group" carries out entrepreneurial activities in various fields and directions of the economy of Turkmenistan. Since its foundation in 2018, the company's structure has been built on the principle of a holding investment company specializing in direct and portfolio investments. Amanmyradov Bayrammyrat, the company's founder and director, has been participating in the securities market of Turkmenistan since 2011 through the purchase of shares of Senagat Bank. Currently, Degirmen Group is a shareholder of Senagat Bank and "Lebap et önümleri" Open Joint Stock Company. ES "Degirmen group" is also the founder of a knitting factory in the town of Dushak, Ahal velayat. Also, in 2018, the first stage of a modern greenhouse	Development of the securities market in Turkmenistan	The project aims to develop the securities market and the Ashgabat Stock Exchange. Within the project framework, Degirmen Group plans to establish a brokerage company, "Degirmen maýa goýumlary," Open Joint Stock Company to carry out securities-related activities. The new company will become a member of the Ashgabat Stock Exchange and obtain a license for brokerage and dealer activities from the Ministry of Finance and Economy of Turkmenistan. With the USAID grant, Degirmen Group plans to purchase, integrate, and maintain software to automate securities trading. The company will also organize business trips to the world's leading stock exchanges for the brokers to improve their skills and, as a pilot, issue bonds of "Lebap et onumleri" on the Ashgabat Stock Exchange. Project outcomes: The use of information technology and automation of trading will improve the ecosystem of the securities market and simplify and speed up the trading process, which will significantly increase the sales volume of securities, which in turn will be a powerful impetus for the country's economy. The expansion of the online operation of the Ashgabat Stock Exchange will attract foreign	Categorical Exclusion	

								<p>complex for 6 hectares for growing tomatoes was built and put into operation.</p> <p>For further expansion and construction of the project's second phase for 6 hectares of the greenhouse, a loan application was submitted to the EBRD. In 2021, the company received a mandate letter for USD 3.450.000. The construction of the project's second phase is scheduled to begin in 2022 and launch operation in 2023. The companies mentioned above employ about 200 people, including 160 women. Given its experience in working with securities, the company plans to operate as a professional participant in the securities market of Turkmenistan.</p>		<p>investors interested in buying Turkmenistan's securities, and Turkmen investors will receive an opportunity to enter the international stock markets.</p>	
12	FGI-APS#4-TM-2022-03	Gündogar Şöhlesi	TM	Production of pens	\$46,318.16	\$70,899.89	\$117,218.05	<p>A member of the Union of Industrialists and Entrepreneurs of Turkmenistan, Gündogar şöhlesi Economic Society, located in the Kahka county of the Ahal province, was established in 2020. The company currently has 35 employees, 22 of whom are women. The company operates in the following areas:</p>	<p>Increasing export potential and searching for sales markets</p>	<p>The project aims to diversify the sales markets of "Gündogar şöhlesi." So far, the company has exported over 1,800,000 ballpoint pens to Russia, about 45% of the monthly production. Considering the current geopolitical situation, the company plans to reduce possible risks by searching for new buyers and diversifying exports. Activities such as the development of a website, the implementation of international ISO standards, the purchase of ready-made reports on the study of foreign markets for pens, hiring a</p>	<p>Categorical Exclusion</p>

							<p>- Manufacturing of ballpoint pens. The company produces 4 million ballpoint pens each month under the Nusga trademark, which allows the manufacturer to meet the demand of the domestic market and export the surplus. In the production process of pens, the company uses local and imported raw materials. The body and cap of the product are made of polypropylene produced by the Turkmenbashi Complex of Oil Refineries (TCOR), which is 60% of the total composition of the pen. The ink and metal tip are imported from India. Additionally, the company is actively developing and promoting its products by participating in exhibitions in Turkmenistan. In order to lay grounds for exports to Central Asian markets, the company's management plans to participate in overseas exhibitions scheduled in the near future.</p> <p>- Horticulture. The second direction of E.S. "Gündogar şöhlesi" is horticulture. To date, the company has developed 40</p>	<p>consultant to search for potential clients, and organizing B2B meetings online and offline, as well as participation in regional and international exhibitions would give a significant effect on the development and promotion of the company as a whole.</p> <p>In turn, Rõwşen-Rahym plans to improve the quality and safety of products (chicken eggs and fresh tomatoes) and, at the same time, start producing new and innovative products for the Turkmen market. The company plans to purchase new equipment for the production of flat pipes for drip irrigation, which is in demand in the local market. Polypropylene produced by the Turkmenbashi complex of oil refineries (TCOR) will be used as the primary raw material. The proposed project will be implemented in Ak Bugday country of Ahal province, where ballpoint pens are produced, and Kahka county of Ahal province, where fresh tomatoes are grown in the greenhouse complex and where chicken eggs are produced at the poultry complex.</p> <p>Project outcomes: The project will result in the following:</p> <ul style="list-style-type: none"> - Increase competitiveness and demand for manufactured products through the implementation of management systems (ISO 9001, ISO 14001, ISO 45001, and ISO 22000). - Improve the qualifications and working conditions of personnel through the implementation of management systems (ISO 9001, ISO 14001, ISO 45001, and ISO 22000). - Maintaining measures to protect the 		
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							<p>hectares of the allocated 120 hectares of land in the Kahka country of the Ahal province by planting apple trees, grapes, and pistachios. Every year the company plans to increase the developed area of the allocated site by 40 hectares. After developing a sufficient plot of land, E.S. "Gündogar şöhlesi" plans to introduce and certify according to the international standard Global G.A.P. for exporting fruits and vegetables to European premium markets. In addition to fruits and vegetables, the company has plans to grow sesame.</p> <p>The partner company of the "Gündogar şöhlesi" in this project is "Röwşen-Rahym," the director and founder of which is Ekyaev Mulkimurat. "Röwşen-Rahym" was established in 2010. The enterprise successfully promotes the production of greenhouse tomatoes and poultry farming. To date, the staff of the company is 58 employees, of which 35 are women.</p> <p>- Loman chickens are bred in the modern poultry complex of the farm. This breed has a high</p>	<p>environment and prevent its pollution while maintaining a balance with the interests of the organization (ISO 9001, ISO 14001).</p> <ul style="list-style-type: none"> - Attract additional investments in the production of flat drip irrigation pipes by obtaining a loan from Vnesheconombank for USD 3 million in 2023. - Create up to 50 new jobs by 2024 by launching a production line of flat drip irrigation pipes. - Increase ballpoint pens exports and diversify sales through participation in the international exhibition "Office Central Asia" in Almaty in 2023. • 50% by the end of 2022. • 100% by the end of 2023. • 200% by the end of 2024. 		
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								egg production. Currently, the complex contains about 100,000 chickens imported from Turkey. Each of them can carry up to 400 eggs in 90 weeks. The poultry complex built on 5 hectares employs about 14 young employees, of which 5 are women. - Ecologically pure tomatoes are grown at the farm's greenhouse complex and offered to domestic market consumers, employing 37 specialists (27 of which are women).				
13	FGI-APS#4-TM-2022-04	Sarayan	TM	Textile	\$48,900.00	\$58,998.00	\$107,898.00	Economic Society Sarayan is a garment factory that specializes in tailoring work equipment for employees of the construction and manufacturing services sector, which is in demand in the territory of Turkmenistan. Previously, the company was called "Byashim Gandim," and the products were manufactured under the brand name "Sarayán," but in March 2022, the company was renamed to the brand name for the success of the marketing promotion. The owners are entrepreneur Amanmuradov B. and Degirmen Group. Since the factory is located in the rural	Automation of business processes by implementing Enterprise Resource Planning (ERP) system Logo Tiger 3	The project aims to automate business processes at three enterprises by implementing the Logo Tiger 3 ERP system. Digitization of manufacturing facilities is necessary to meet the EBRD's requirements of loan issuance, which will further improve the companies' financial performance and increase profits. Moreover, with the enhancement of business processes, the quality of manufactured products will improve, significantly increasing companies' export capacity. Project outcomes: The ERP system will improve the efficiency and effectiveness of the enterprise by integrating financial information and orders, providing customer information, standardizing and accelerating production, standardizing personnel information, purchasing, supply chain, and facilitating management reporting and planning thanks to more quality data. The	Categorical Exclusion	

							<p>region of Turkmenistan, the primary workers are women from nearby settlements. Thus, the company provides an opportunity not only to earn money but also to learn new things, raising the educational level of rural women.</p> <p>Entrepreneur Amanmuradov Bayrammyrat is the owner of a 6-hectare greenhouse that grows tomatoes and bell peppers in the Kahka district of the Ahal province. Since 2018, the greenhouse has been supplying the Ashgabat markets and exporting tomatoes to Russia, Afghanistan, Kazakhstan, and Kyrgyzstan, thus improving consumers' standard of living. The entrepreneur is currently in the process of obtaining a loan from the EBRD for USD 3.5 million to finance the implementation of a project to expand the greenhouse complex by an additional 6 hectares, which will create 60 new jobs (54 female employees).</p> <p>"Lebap et önümleri" is located in Turkmenabat, Lebap province. For seven years, the meat processing plant has been</p>	<p>successful implementation of the ERP system at companies in the alliance will substantially eliminate the need to make double entries to update information since the system exchanges data, providing greater accuracy and collaboration between organizational units. The expected result of the project is an increase in sales by 15% by achieving competitive advantages in the local and foreign markets by reducing costs and overall optimization of business processes, as well as the creation and development of an enterprise information infrastructure compatible with other software platforms. In addition, 20 people (most of whom are planned to be female) will receive training to work in the ERP system, which will significantly increase their qualifications and attractiveness in the labor market.</p>		
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								producing 18 types of sausage products from chicken, beef, and pork according to a strict traditional recipe, under the brands "Daşrabat," "Hazar," "Aşgabat," "Köýtendag," "Sayatly," "Sähra." The sale is carried out in the markets of the Lebap velayat in 280 outlets where refrigerators were installed.				
14	FGI-APS#4- UZ-2022-01	Business Monitoring Group	UZ	e- commer ce	\$49,872.80	\$51,979.20	\$101,852.00	Unitary enterprise of the Chamber of Commerce and Industry of Uzbekistan Business Monitoring Group specializes in developing and conducting marketing research, consulting and educational services on the basics of entrepreneurship and business. Business Monitoring Group carries out complex approaches to planning of educational programs: from search and provision of necessary information, consulting, to full post-educational support. BMG Group was created by the Chamber of Commerce and Industry of Uzbekistan. A team of specialists with extensive experience in the development and implementation of educational programs is	Training in e-commerce skills for Uzbek artisans. Expansion of business cooperation between artisans of Uzbekistan, Kazakhstan, Kyrgyzstan and Tajikistan	To increase the competitiveness of Uzbek artisans through the development and implementation of a special training program on e-commerce, business fundamentals, marketing and SMM. Expand business cooperation between artisans of Uzbekistan, Kazakhstan, Kyrgyzstan and Tajikistan through joint activities. Activities/milestones: - To develop a special training program for artisans on the basics of promoting their products on global electronic platforms - etsy.com and applications Instagram, Telegram. The program will include the following topics: Ø Fundamentals of e-commerce; Ø Basics of shooting and processing photos in mobile applications; Ø Fundamentals of working with content and storytelling; Ø Basics of communicating with customers, handling objections and feedback; Ø Basics of marketing and PR campaigns; Ø Fundamentals of entrepreneurship and product pricing.	Categorical Exclusion	

								involved in the management of the company. Employees of Business Monitoring Group are professionals in creating and implementing comprehensive long-term corporate training programs that allow systematic training of employees, ensuring the staff and the organization's stable growth and development		<ul style="list-style-type: none"> - To organize online and offline training and networking events for artisans of Central Asian countries. - To create a marketplace for selling handicrafts produced by artisans from Uzbekistan, Kazakhstan, Kyrgyzstan and Tajikistan and a mobile app for it. The marketplace features a unique platform uniting Central Asian artisans, language accessibility (the information will be published in Russian, which gives a large number of artisans the opportunity to use it). It is supposed to attract women craftsmen from different regions of Uzbekistan, engaged in embroidery, ikat work, carpet weaving; men, engaged in woodcarving, pottery and other types of craftsmanship. <p>At least 400 craftsmen will be involved in the project activities: at least 300 craftsmen will participate in offline and online trainings and at least 100 will participate in Central Asian networking events.</p>	
15	FGI-APS#4-UZ-2022-02	Mitra Travel	UZ	IT	\$40,121.60	\$40,907.00	\$81,028.60	The company "Mitra Travel" today carries out its activities in the following areas: a) tourism; 2) tourism magazine publication; 3) IT services. In the field of tourism, the firm is engaged in the development of tourist itineraries, promotion of tours abroad, and organization of thematic tours for foreign and local tourists. Up to now, the firm has served more than 1,000 tourists. The firm	Creation IT Village	<p>By studying the Yangiaryk district it was identified low digital literacy among women and youth and lack of special institutions for ICT training in the district. The project is aimed at the development of training programs in five IT directions.</p> <p>Activities/milestones:</p> <p>In the framework of the project, it is planned to select and train 100 participants on the following topics: 1. SQL 2. Python 3. Java Script 4. PHP 5. SMM ". It is also planned to design and develop of IT Village promotional video and organize press conference on IT village activity.</p>	Categorical Exclusion

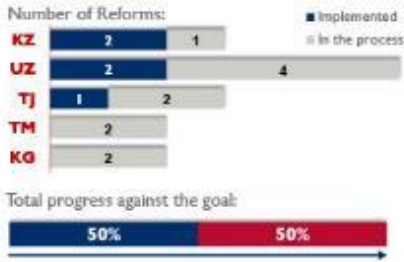
								established "Turizm Olami" magazine, which is specialized in promotion of tourism potential, image and brand of Uzbekistan regions in foreign countries. Also, on this direction are released custom and thematic magazines and publications. Within the framework of ICT services activities, the company is also engaged in the development of software, digital marketing and training of specialists in this area. During five years of its work in this area the firm has trained about 150 ICT specialists and provided digital marketing services for more than 10 companies.				
16	FGI-APS#4- UZ-2022-03	Samarkand Art House	UZ	artisans	\$18,933.00	\$19,000.00	\$37,933.00	Samarkand Art House was officially registered as a private company in 2017 but has been operating since the early 2000s. The history of the company dates back to an artisan workshop that was founded by Nargis Bekmukhamedova. Over the years, the company has grown from one woman to 12 permanent artisans with the potential to reach up to 100 additional women when the number of orders increases	CraftLab Uzbekistan 2022	The proposed project aims to improve and develop the handicraft business through the introduction of electronic commerce, the use of new technologies, and creative innovations in the services of craftswomen. Young women artisans aged between 18 and 35 will be invited to participate in the project. As a result of the project, they will increase their income and correspondingly create new jobs, enter new markets both at home and abroad and learn what methods and technologies are used by their colleagues in Central Asia. Activities/milestones: The project is designed to provide training for	Categorical Exclusion	

								<p>during the season. The company mainly produces premium outerwear using national colors, as well as other handicrafts for home, office and household, both for domestic and foreign customers.</p> <p>The company's products have won high awards in Uzbekistan and abroad, the company is also often invited to CA and foreign exhibitions and festivals, among famous ones are Santa Fe, USA, Jerusalem, Israel, Paris, France as well as Almaty and Bishkek. The company is one of the top 10 leading workshops for the production of custom-made designer clothes.</p>		<p>20 craftswomen at the CraftLab Uzbekistan for 10 days. Support the 20 Lab participants through networking, cooperation, and mentor support during the 4 months of the project. The sustainability of the project results will be ensured by launching ongoing online/offline business courses for craftswomen and all comers based on the CraftLab and CraftLab building. All participants will become members of a local and/or national craft association and will also join an e-commerce association. During the project, each participant will be required to train at least 10 other young craftswomen(s) in their region; thus, the total coverage will be 220 craftswomen. In addition, the project participants will be asked to form a small educational fund from the proceeds to provide educational support to other aspiring artisans. The project team will also engage in fundraising to expand the activities of the Craft Lab.</p>	
17	FGI-APS#4-UZ-2022-04	UzTekstilProm	UZ	Textile	\$50,000.00	\$178,808.00	\$228,808.00	<p>Association "Uztekstilprom" is a non-profit organization and is recognized as a body that provides interests of textile and garment enterprises of Uzbekistan. Association was established to coordinate the activities of member enterprises, provide and protect joint property interests, assist enterprises in expanding practical meetings and contacts with foreign partners, promoting export products in</p>	JV First Financial Textile Platform LLC	<p>Studies among exporting enterprises have shown a great need for fast financing based on the factoring model. On this basis, "Uztekstilprom" Association and "Lendingstar Pacific Pte Ltd" (Singapore) company intend to cooperate, within their competence, to create a unified electronic trading and financial platform Lendingstar among textile and clothing and knitwear enterprises of Uzbekistan, in order to increase trade by financing invoices and providing prompt replenishment of working capital of exporters, on which enterprises operate and are served, further to supplement the platform functions with services for trade</p>	Categorical Exclusion

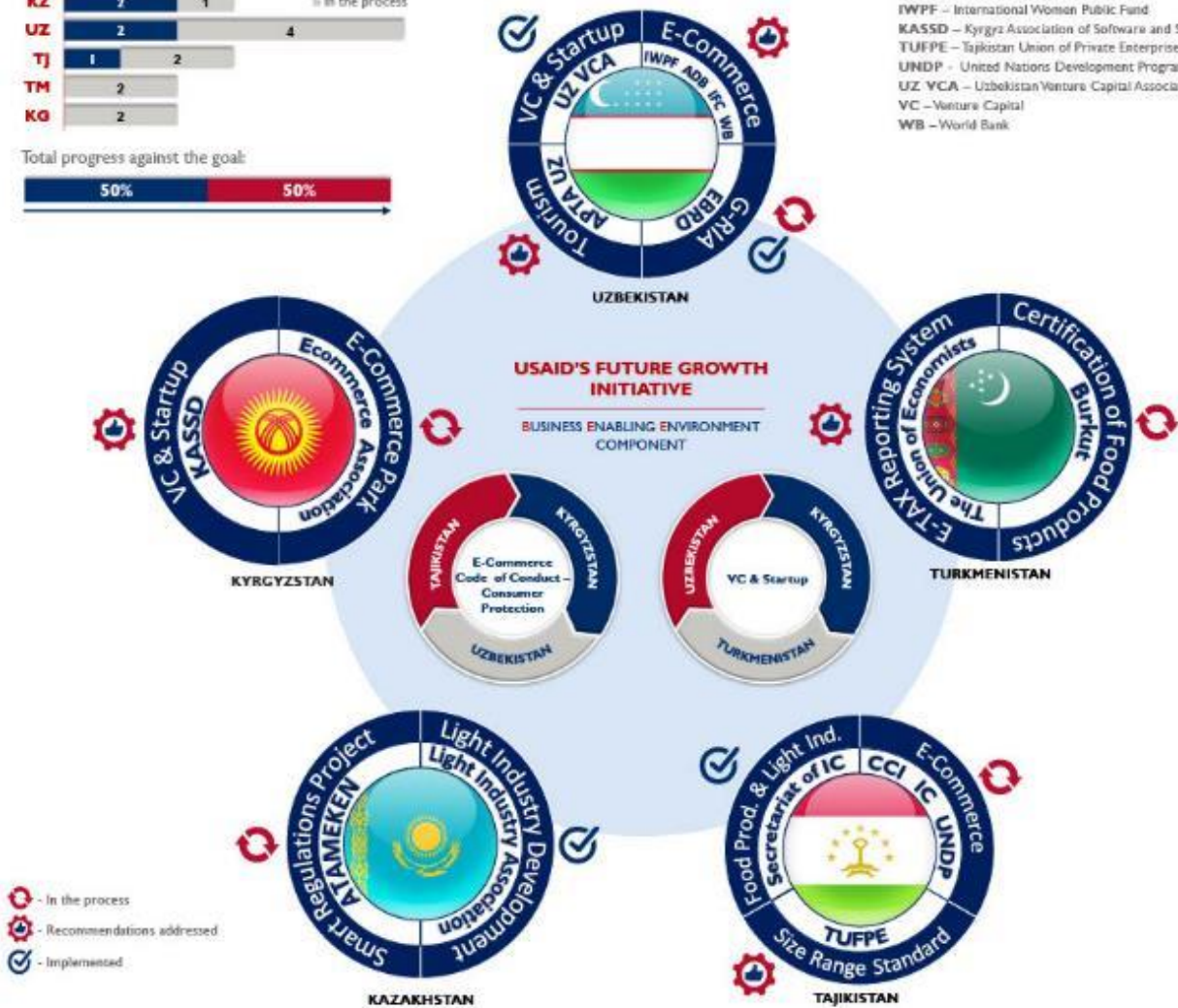
								foreign markets, creating new industries and attract foreigners.		organization. Activities/milestones: The implementation of the creation of a unified electronic platform is carried out in two stages. Stage 1 is the launch of the financial platform (as the first stage of the creation of ECOSYSTEM). Stage 2 - expansion of the functions of electronic and mobile trade, product certification and control, publication of price information, outsourcing.		
TOTAL approved					\$647,995.53	\$1,729,252.18	\$2,377,247.71					

ANNEX VII. VISUALS

BUSINESS ENABLING ENVIRONMENT



- ADB – Asian Development Bank
- AFTA UZ – Association of Private Tourism Agencies Uzbekistan
- CCI – Chamber of Commerce and Industry of Tajikistan
- EBRD – European Bank for Reconstruction and Development
- G-RIA – Gender Regulatory Impact Assessment
- IC – Investment Council
- IFC – International Finance Corporation
- IWPF – International Women Public Fund
- KASSD – Kyrgyz Association of Software and Service Developers
- TUJPE – Tajikistan Union of Private Enterprises
- UNDP – United Nations Development Programme
- UZ VCA – Uzbekistan Venture Capital Association
- VC – Venture Capital
- WB – World Bank



DONOR COORDINATION



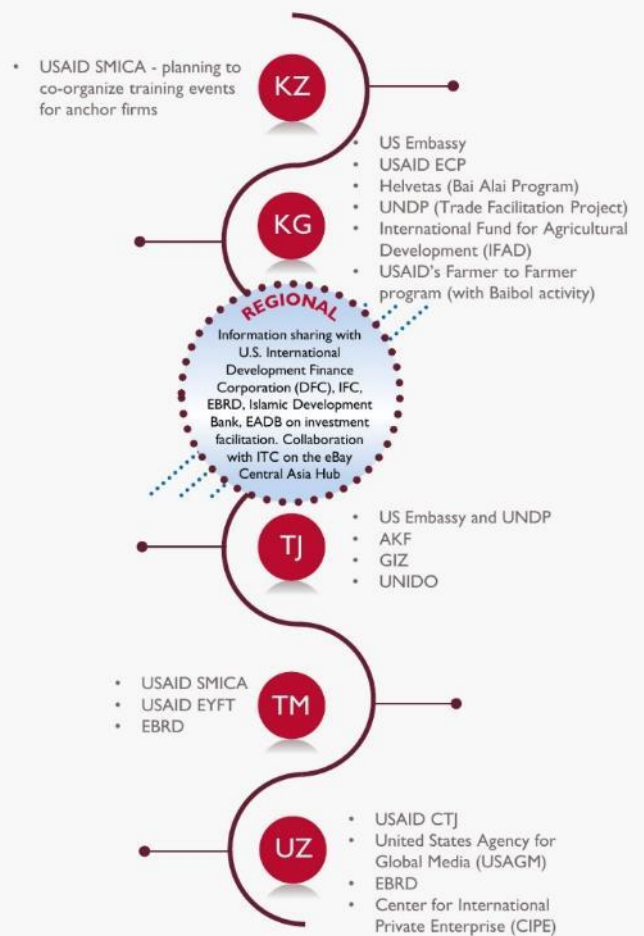
USAID'S FUTURE GROWTH INITIATIVE

DONOR COORDINATION & COOPERATION

COORDINATION (INFORMATION SHARING AND INVITATIONS FOR EVENTS)

COOPERATION (CO-FUNDING EVENTS / ACTIVITIES)

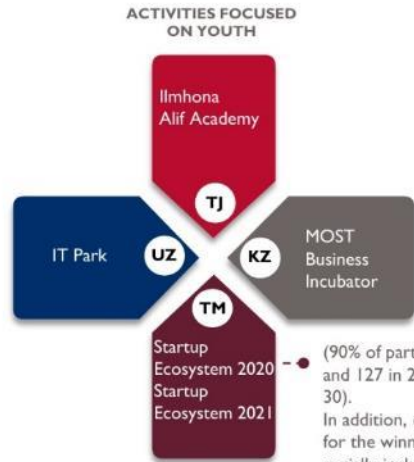
USAID PROJECTS	KZ	KG	TJ	TM	UZ
USAID Competitiveness, Trade and Jobs activity in Central Asia (CTJ)	✓	✓	✓	✓	✓
USAID Safe Migration in Central Asia (SMICA) Program	✓	✓	✓	✓	✓
USAID Enterprise Competitiveness Project (ECP)	✓	✓	✓	✓	✓
USAID Agribusiness Competitiveness Activity in Tajikistan (ACAT)	✓	✓	✓	✓	✓
USAID Partnering to Accelerate Prosperity Initiative (PACE) implemented by Accelerate Prosperity and Local Impact Tajikistan, in partnerships with the Aga Khan Foundation.	✓	✓	✓	✓	✓
USAID Enriching Youth for Tomorrow Project (EYFT)	✓	✓	✓	✓	✓
USAID Civil Society Support Program (CSSP)	✓	✓	✓	✓	✓
USAID Agribusiness Development Activity (ADA)	✓	✓	✓	✓	✓
USAID Regional Water and Vulnerable Environment Activity (WAVE)	✓	✓	✓	✓	✓
OTHER DONORS					
World Bank / IFC – International Finance Corporation	✓	✓	✓	✓	✓
EBRD – European Bank for Reconstruction and Development	✓	✓	✓	✓	✓
ITC – International Trade Center	✓	✓	✓	✓	✓
GIZ – Deutsche Gesellschaft für Internationale Zusammenarbeit	✓	✓	✓	✓	✓
ADB – Asian Development Bank	✓	✓	✓	✓	✓
EADB – East African Development Bank	✓	✓	✓	✓	✓
UNDP – United Nations Development Programme (incl. Project on Promotion of Digital Public Services in TM)	✓	✓	✓	✓	✓
OSCE – Organization for Security and Co-operation in Europe	✓	✓	✓	✓	✓
AKF – Aga Khan Foundation	✓	✓	✓	✓	✓
EU – European Union	✓	✓	✓	✓	✓
Swiss-SECO – State Secretariat for Economic Affairs	✓	✓	✓	✓	✓
DFID – Department for International Development	✓	✓	✓	✓	✓
UNIDO – United Nations Industrial Development Organization	✓	✓	✓	✓	✓
AV Frontiers	✓	✓	✓	✓	✓
UK Embassy – the embassy of the United Kingdom	✓	✓	✓	✓	✓
UNFPA – United Nations Population Fund	✓	✓	✓	✓	✓
UN Regional project "Aid for Trade in Central Asia"	✓	✓	✓	✓	✓
DVV International - Institute for International Cooperation of the Deutscher Volkshochschul-Verband e.V.	✓	✓	✓	✓	✓
OECD – Organization for Economic Co-operation and Development	✓	✓	✓	✓	✓
IsDB – Islamic Development Bank	✓	✓	✓	✓	✓
UN – Office of the United Nations Resident Coordinator	✓	✓	✓	✓	✓



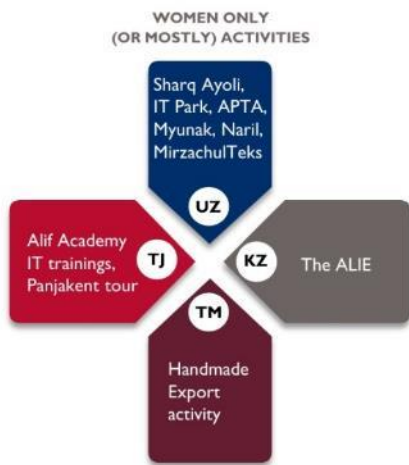
GENDER AND YOUTH



USAID'S FUTURE GROWTH INITIATIVE GENDER AND YOUTH (YEAR 1&2)



(90% of participants, 122 in 2020 and 127 in 2021, were under 30). In addition, one of the awards for the winners was for the best socially inclusive startup project (both years, but in 2021, two projects were awarded)



POTENTIAL YEAR 3 ACTIVITIES FOCUSED ON WOMEN AND YOUTH:

- KZ** Women Entrepreneurs Centers to create women cooperatives in rural areas, and potential support for the startup ecosystem focusing on angel and VC investments.
- KG** KSSDA to create a center certification center for IT specialists, and potential support for women-owned Chapansar and Dilbar
- TJ** National Association of Business Women localization of ecommerce for MSMEs and startup development.
- TM** The eCommerce Demand Generation activity's target is more than 50% women, and follow-on activity with the start-up community.
- UZ** Numerous potential focus on women and youth entrepreneurs, start-ups in the CA region or Uzbekistan region (outside of Tashkent)

ACTIVITIES WITH WOMEN-OWNED AND/OR WOMEN MANAGED ANCHOR FIRMS AND ANCHOR ORGANIZATIONS

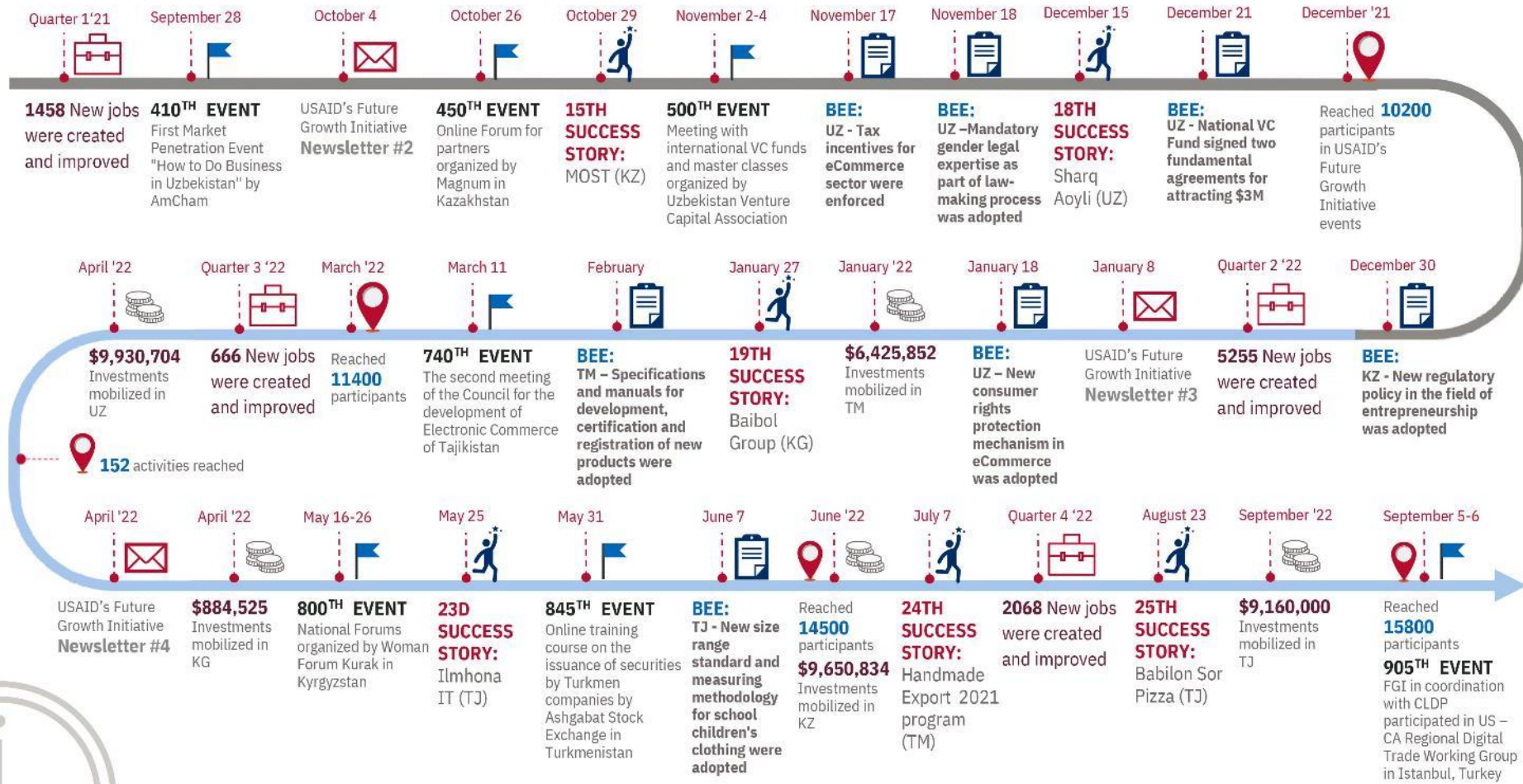
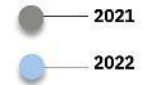


- KZ** – Kazakhstan
- KG** – Kyrgyzstan
- TJ** – Tajikistan
- TM** – Turkmenistan
- UZ** – Uzbekistan
- APTA** – Association of Private Tourism Agencies of Uzbekistan
- ALIE** – Association of Light Industry Enterprises
- KSSDA** – Kyrgyz Software and Services Developers Association
- VC** – Venture Capital
- MSME** – Micro, Small and Medium Enterprises
- CA** – Central Asia
- NASMB** – National Association of Small and Medium Business of Tajikistan
- UPSDT** – Private Sector Development Union of Tajikistan

TIMELINE



USAID'S FUTURE GROWTH INITIATIVE TIMELINE (OCTOBER 2021 – SEPTEMBER 2022)



MAP OF BENEFICIARIES



USAID'S FUTURE GROWTH INITIATIVE MAP OF BENEFICIARIES

The information on this map is from Google Maps and Free Vector Maps. USAID cannot guarantee the accuracy of the information contained on this map. This product is for informational purposes and may not have been prepared for, or be suitable for legal, engineering, or surveying purposes. Users of this information should review or consult the primary data and information sources to ascertain the usability of the information.



MAP OF EVENTS AND ACTIVITIES



USAID'S FUTURE GROWTH INITIATIVE MAP OF EVENTS AND ACTIVITIES

The information on this map is from Google Maps and Free Vector Maps. USAID cannot guarantee the accuracy of the information contained on this map. This product is for informational purposes and may not have been prepared for, or be suitable for legal, engineering, or surveying purposes. Users of this information should review or consult the primary data and information sources to ascertain the usability of the information.



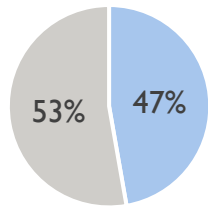
FGI NON-MDF CO-FUNDING

(October 2022)

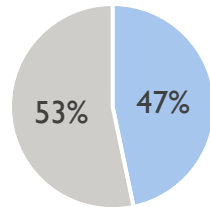


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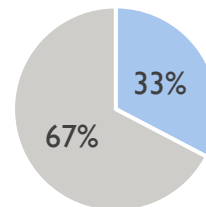
Kazakhstan



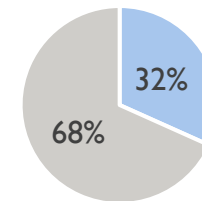
Kyrgyzstan



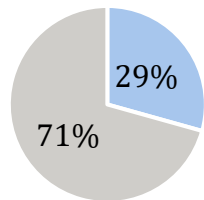
Tajikistan



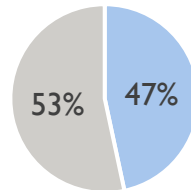
Turkmenistan



Uzbekistan



Regional Amcham Network



ANNEX VIII. LIST OF REPORTS & PRESENTATIONS

	Country	Name of Policy or Law	Partner	Title of the report	Languages	Date of submission
1	Tajikistan	Development of Size Range Standard	Union for the Development of the Private Sector of Tajikistan	Report: Analysis of legislation and best international practices on size range standard for schoolchildren uniform	English Russian	October 2021
2	Turkmenistan	ESG Certification program, including four companies' ISO certification	SMICA, private companies	Four companies' ISO 9001, ISO 14001 and ISO 45001 compliance certificates	English Russian	October 2021 – September 2022
3	Tajikistan	E-Commerce: Market Framework Analysis	1) Secretariat of Investment Council under the President of Tajikistan 2) E Commerce Counsel under Chamber of Commerce and Investment of Tajikistan	Report: Analysis of market framework of eCommerce sector of Tajikistan	English Russian Tajik	October 2021
4	Kyrgyzstan	Start-up, IT and investment ecosystem development	Kyrgyz Software Services Development Association	Report: Recommendations for development of IT, Start-ups and Investment Ecosystem in Kyrgyzstan	English Russian	November 2021
5	Turkmenistan	Training of Export Consultants	EBRD	Export training materials	English	November 2021
6	Kyrgyzstan	E-Commerce Park	Kyrgyz eCommerce Association	Report: Pre-feasibility study on eCommerce Park in Kyrgyzstan	Russian English	December 2021
7	Turkmenistan	Market research training for export	Altyn Yunus, Mert Peder, Balam, Yupekchi	Presentation of the market research training for local export consultants	English	January 2022

		consultants of Turkmen companies				
8	Turkmenistan	Development of new products for Burkut	Burkut	Certificates approved by Turkmenistan's Ministry of Health	Turkmen	January 2022
9	Turkmenistan	Unique selling propositions (UPS) training for export consultants of Turkmen companies within the Export Platform program framework	Altyn Yunus, Mert Peder, Balam, Yupekchi	Exporters' UPS reports	English	February 2022
10	Regional	ESG considerations impacting multinational companies' supply chain decisions	Economist Impact	Report: Responsible Supply Chains: ESG considerations impacting multinational companies' supply chain decisions	English	February 2022
11	Turkmenistan	Development of export strategies for Turkmen companies within the Export Platform program framework	Altyn Yunus, Mert Peder, Balam, Yupekchi	Draft export strategies of Turkmen companies	English	February 2022
12	Turkmenistan	Proposing eTax reforms in Turkmenistan	Ministry of Finance and Economy of Turkmenistan	eTax Technical Assistance Proposal (High level plan)	English Russian	March 2022
13	Regional	Digital Economy and Ecommerce Dialogues (DEED) Initiative	Commercial Law Development Program (CLDP) of U.S. Department of Trade	PPT: Opportunities for Ecommerce Development in CA countries	Russian	March-May 2022
14	Turkmenistan	Development of Capital Market Ecosystem	Ashgabat Stock Exchange	PPT: Training materials for Brokers	Russian English	April - May 2022

15	Turkmenistan	Development of Capital Market Ecosystem	Ashgabat Stock Exchange	PPT: Training materials for Issuers	Russian	May - June 2022
16	Regional	Digital Economy and Ecommerce Dialogues (DEED) Initiative	ADB, CAREC	PPT: Development of Ecommerce in Central Asia - Challenges, Opportunities and Regionalization	Russian	May 2022
17	Turkmenistan	Conference on Export Promotion in Turkmenistan	EBRD	Country Manager's Presentation on "The Export Platform for the Development of Market Linkages and Turkmen Products' Export Promotion"	Russian	May 2022
18	Uzbekistan	G-RIA	EBRD, Ministry of Justice of Uzbekistan	PPT: Gender expertise as part of Ex-post analysis of regulations	English	August 2022
19	Turkmenistan	Development of Capital Market Ecosystem	Business community of Turkmenistan	PPT: Essentials and Principles of ESG	English	August 2022
20	Turkmenistan	Public Policy Design in Turkmenistan	1) Ministry of Finance and Economy of Turkmenistan 2) Ashgabat Stock Exchange 3) Rysgal Bank	Execute report: Facilitation of Public Policy initiatives in Turkmenistan	English	August 2022
21	Turkmenistan	Support for piloting issue of bond loans by private companies	Ashgabat Stock Exchange	Report: Issue of First Bond Loans by two private companies in Turkmenistan	English Russian	August 2022
22	Turkmenistan	Public Policy Design in Turkmenistan	Ministry of Finance and Economy of Turkmenistan	Executive Report: Assistance in Strengthening Cooperation with State Partners in Turkmenistan	English Russian	August 2022
23	Uzbekistan	E-Commerce ecosystem development	MIDC UZ NEXTRADE	PPT: Accelerating Ecommerce in Uzbekistan	English	September 2022

24	Turkmenistan	Export Readiness Assessments and Recommendations within the Export Platform program framework	Kindi, Tibet Turkmen, Halk Hazyna	Export Readiness Assessments and Recommendations for Turkmen companies	English	September 2022
25	Turkmenistan	Joint ESG Roadmap development with government counterparts	Ministry of Finance and Economy of Turkmenistan	Roadmap (Activity plan) for implementation of ESG principles	English Russian	September 2022
26	Kazakhstan	Handbook	Women Resource Centers	Handbook for ToT on the creation of women's cooperatives	Russian	September 2022
27	Turkmenistan	Joint eCommerce Roadmap development with government counterparts	Ministry of Trade and Foreign Economic Affairs of Turkmenistan	Roadmap (Activity plan) for the development of E-commerce Ecosystem	English Russian	September 2022
28	Regional	Digital Economy and Ecommerce Dialogues (DEED) Initiative	Commercial Law Development Program (CLDP) of U.S. Department of Trade	PPT: Consumer Rights Protection in ecommerce - Path Forward for Central Asia Countries	English Russian	September 2022
29	Turkmenistan	Halal Standard Training	Standard Hyzmat, MCT, Hil TM, SGS, Cert International	Halal standard training materials	Russian	September 2022

ANNEX IX. LIST OF SUBCONTRACTS

USAID/FGI Subcontractors					
#	Subcontractor	Subcontract Ceiling in USD	Commencement Date	Completion Date	Scope of Work
1	Jacobs, Cordova, & Associates, Inc. (JCA)	\$748,681.91	9-Oct-19	30-Sep-24	JCA provides the following support to the FGI project: <ul style="list-style-type: none"> • Technical assistance to program efforts related to the business enabling reform process, working with key stakeholders, public entities, and related parties to identify areas to simplify and/or reduce legislative and regulatory impediments to small businesses. • Facilitation of stakeholder engagement and workshops leading to legislative reform and capacity development for small businesses. • Technical assistance for costing exercises to demonstrate to key authorities potential cost savings that may result from reducing legislative procedures affecting small businesses.
2	Economist Intelligence Unit (EIU)	\$479,000.00	22-Jan-20	30-Sep-24	Environmental, Social, and Governance (ESG) standards have become increasingly important for multinational companies, sustainability-focused investors, and governments looking to grow their economies. In order to understand how Central Asia can best benefit from ESG-guided investment, the Economist Intelligence Unit (EIU) conducted key stakeholder interviews, a literature review, and an executive survey to produce an analytical report and host a webinar series to share key findings. This research can be used to support work under the initiative, including activity planning, investment matchmaking, materials development and identification of speakers and attendees for future investors and policy forums.
3	U.S Export Capital Group LLC (NexTrade Group)	\$100,000.00	12-Oct-20	31-Dec-22	NexTrade provides technical assistance to FGI and its partners to align proposed partnerships and interventions with international best practices and market opportunities in ecommerce, which will directly support expanded sales and job creation. Activities support digital transformation of large Central Asian firms, SME use of ecommerce marketplaces, acceleration of Central Asian integration with global markets, use of universal payment platforms, and business enabling environments for ecommerce.
4	20/20 Development Company	\$78,380.00	20-Jan-22	20-Jul-22	20/20 Development Company provided technical assistance geared towards improving the export abilities of Central Asian firms to international markets, focusing on agricultural products to be sold in the Middle East, North Africa, and other markets represented at the Dubai Gulfood tradeshow in February 2022. The subcontractor identified buyers, advanced seller/buyer relationships, and built the exporting capacities of the participating Central Asian firms by expanding their exporter network and fostering their negotiation skills.

5	StrategEast - IT Capacity Building	\$200,000.00	23-Sep-22	22-Sep-24	<p>StrategEast will be conducting activities geared towards the following objectives to develop the capacity of the Central Asian tech industry.</p> <ul style="list-style-type: none"> • Provide IT-related training and support job placement of trainees in global IT companies • Bolster the start-up and venture capital ecosystem by enhancing the capacities of start-up service providers, developing regional mentoring networks, and attracting venture capital • Build the capacity of programs supporting women-led start-ups and linking them to regional and global markets • Organize B2B events • Facilitate public-private dialogue
6	StrategEast - IT Assessment	\$19,607.50	22-Sep-22	28-Feb-23	<p>StrategEast will be conducting a comparative analysis of the requirements for entering the foreign IT companies' market in Central Asia to better understand the conditions for developing IT business in the region. The subcontractor will be developing a questionnaire for national industry experts and conducting in-depth interviews to produce a final report with detailed best practices and recommendations. Key findings will then be presented at roundtables organized across Central Asia</p>

ANNEX X. INVENTORY LIST

KYRGYZSTAN

Procurement Number	Procurement Date	Supplier's Name	Internal Asset Number	Asset Category	Asset Description	Asset Model or Serial Number	Cost (USD)	Cost (Local Currency*)	Life Span (Years)	Asset Location	Used By	Date of Last Physical Check
217768-KG-PC-2020-001	3/31/2022	Sulpax	32	Office Furniture / Equipment	Electric Kettle	Tefal	\$ 77.31	KGS 6,390.00	3	Bishkek, Kyrgyzstan	All Staff	10/18/2022
217768-KG-2022-0011	7/19/2022	Sulpax	33	Office Furniture / Equipment	Microwave Oven	Samsung ME-88SUT/BW	\$ 151.11	KGS 12,490.00	3	Bishkek, Kyrgyzstan	All Staff	10/18/2022
217768-KG-2022-0013	7/26/2022	Shatura	34	Office Furniture / Equipment	Desktop 800x1400x735		\$ 68.96	KGS 5,700.00	5	Bishkek, Kyrgyzstan	Nurbolot Zholdoshaliev	10/18/2022
217768-KG-2022-0013	7/26/2022	Shatura	35	Office Furniture / Equipment	Desktop for Director		\$ 304.88	KGS 25,200.00	5	Bishkek, Kyrgyzstan	Nuradil Raimbekov	10/18/2022
217768-KG-2020-0013	7/26/2022	Shatura	36	Office Furniture / Equipment	Bookcase with doors		\$ 87.35	KGS 7,220.00	5	Bishkek, Kyrgyzstan	Nuradil Raimbekov	10/18/2022
217768-KG-2020-0013	7/26/2022	Shatura	37	Office Furniture / Equipment	Table for Office Equipment		\$ 155.22	KGS 12,830.00	5	Bishkek, Kyrgyzstan	Nuradil Raimbekov	10/18/2022
217768-KG-2020-0013	7/26/2022	Shatura	38	Office Furniture / Equipment	Metal Storage Cabinet		\$ 320.00	KGS 26,450.00	5	Bishkek, Kyrgyzstan	All Staff	10/18/2022
217768-KG-2020-0013	7/26/2022	Shatura	39	Office Furniture / Equipment	Armcahir		\$ 136.47	KGS 11,280.00	5	Bishkek, Kyrgyzstan	Nurbolot Zholdoshaliev	10/18/2022
217768-KG-2020-0013	7/26/2022	Shatura	40	Office Furniture / Equipment	Table for Negotiation		\$ 99.21	KGS 8,200.00	5	Bishkek, Kyrgyzstan	All Staff	10/18/2022
217768-KG-2020-0014	8/5/2022	Systema	41	Office Furniture / Equipment	Projector	Acer X1123HP	\$ 371.42	KGS 30,700.00	3	Bishkek, Kyrgyzstan	All Staff	10/18/2022
217768-KG-2020-0016	8/12/2022	Enter.kg	42	Office Furniture / Equipment	Monitor	LCD 27" HP M27fwa	\$ 252.50	KGS 20,871.00	3	Bishkek, Kyrgyzstan	Nuradil Raimbekov	10/18/2022

217768-KG-2020-0016	8/12/2022	Enter.kg	43	Office Furniture / Equipment	Keyboard with Mouse	Genuis Smart KM-8100	\$ 28.79	KGS 2,380.00	2	Bishkek, Kyrgyzstan	Nurbolot Zholdoshaliev	10/18/2022
217768-KG-2020-0016	8/12/2022	Enter.kg	44	Office Furniture / Equipment	Keyboard with Mouse	Genuis Smart KM-8100	\$ 28.79	KGS 2,380.00	2	Bishkek, Kyrgyzstan	Asel Ashyrbayeva	10/18/2022
217768-KG-2020-0016	8/12/2022	Enter.kg	45	Office Furniture / Equipment	Headphones	A4Tech HS-9 BLACK	\$ 9.44	KGS 780.00	2	Bishkek, Kyrgyzstan	Nurbolot Zholdoshaliev	10/18/2022
Invoice #: BD71366	6/30/2022	CDW Direct	46	Office Furniture / Equipment	Dell Laptop	Dell Latitude 7420/ CCSTLQ3	\$ 1,262.87	KGS 104,384.70	3	Bishkek, Kyrgyzstan	Nurbolot Zholdoshaliev	10/18/2022
217768-KG-PC-2020-005	2/9/2022	Planeta Electronics	47	Office Furniture / Equipment	Coffee Machine	Philips HD 7459/20	\$ 81.87	KGS 6,767.00	3	Bishkek, Kyrgyzstan	All Staff	10/18/2022

KAZAKHSTAN

Procurement Number	Procurement Date	Supplier's Name	Internal Asset Number	Asset Category	Asset Description	Asset Model or Serial Number	Cost (USD)	Cost (Local Currency*)	Life Span (Years)	Asset Location	Used By	Date of Last Physical Check
NON-FGI Expense	6/23/2022	ApITech	52KZ	IT Equipment	HP 830 Laptop	5CG21080JM	\$ 1,499.11	KZT 709,592.00	3	Almaty, Kazakhstan	Available	9/20/2022
217768-KZ-2022-0038	8/15/2022	ИП Техмаркет	53KZ	IT Equipment	Speakerphone Jabra Speak 510+, MS	P/N 7510-309	\$ 168.79	KZT 79,900.00	3	Almaty, Kazakhstan	All Staff	9/26/2022
217768-KZ-2022-0038	8/15/2022	ИП Техмаркет	54KZ	IT Equipment	Speakerphone Jabra Speak 510, MS	P/N 7510-109	\$ 144.08	KZT 68,200.00	3	Almaty, Kazakhstan	All Staff	9/26/2022

TAJIKISTAN

Procurement Number	Procurement Date	Supplier's Name	Internal Asset Number	Asset Category	Asset Description	Asset Model or Serial Number	Cost (USD)	Cost (Local Currency*)	Life Span (Years)	Asset Location	Used By	Date of Last Physical Check
217768-TJ-2021-00021	12/16/2021	LLC Sinon	17	IT Equipment	Монитор LED 24	AOCB2XH/89 Black LCD wide1920x1080 D-Sub VGA HDMI	\$ 211.47	TJS 2,141.13	3	Dushanbe, Tajikistan	Dilnoza Bairova	not verified as a year should pass
217768-TJ-2021-00021	12/16/2021	LLC Sinon	18	IT Equipment	Монитор LED 24	AOCB2XH/89 Black LCD wide1920x1080 D-Sub VGA HDMI	\$ 211.47	TJS 2,141.13	3	Dushanbe, Tajikistan	Sukhrob Tursunov	not verified as a year should pass

217768-TJ-2021-00020	12/16/2021	LLC Nanotek	19	Other	I phone	12 128mb	\$ 1,050.84	TJS 10,640.00	3	Dushanbe, Tajikistan	Sukhrob Tursunov	not verified as a year should pass
217768-TJ-2022	6/22/2022	CDW Direct	17	IT Equipment	Laptop	Dell Latitude 7420	\$1,262.87	TJS 12,786.71	3	Dushanbe, Tajikistan	Will be used by new FGI employee	not verified as a year should pass

TURKMENISTAN

Procurement Number	Procurement Date	Supplier's Name	Internal Asset Number	Asset Category	Asset Description	Asset Model or Serial Number	Cost (USD)	Cost (Local Currency*)	Life Span (Years)	Asset Location	Used By	Date of Last Physical Check
217768-TM-2020-0009	11/30/2021	Entepreneur Kirill Gorodnov	217768-TM-037	Office Furniture / Equipment	Microwave SAMSUNG	MS23F302TAK/BW	\$ 153.30	N/A	3	Ashgabat, Turkmenistan	Gulalek Volmamedova	11/30/2021
Invoice #: BD71366	6/30/2022	CDW Direct	217768-TM-069	IT Equipment	Laptop	Dell Latitude 7420	\$1,262.87	N/A	3	Ashgabat, Turkmenistan	Shemshat Amanova	10/10/2022
Invoice #: BD71366	6/30/2022	CDW Direct	217768-TM-070	IT Equipment	Laptop	Dell Latitude 7420	\$1,262.87	N/A	3	Ashgabat, Turkmenistan	Serdar Moshev	10/10/2022
Invoice #: BD71366	6/30/2022	CDW Direct	217768-TM-071	IT Equipment	Laptop	Dell Latitude 7420	\$1,262.87	N/A	3	Ashgabat, Turkmenistan	Vepa Malikgulyyev	10/10/2022

UZBEKISTAN

Procurement Number	Procurement Date	Supplier's Name	Internal Asset Number	Asset Category	Asset Description	Asset Model or Serial Number	Cost (USD)	Cost (Local Currency*)	Life Span (Years)	Asset Location	Used By	Date of Last Physical Check
217768-UZ-2020-012	6/7/2022	PREMER OFIS, PE	055	Other	Flip Chart Deli	Deli 7892	\$105.35	UZS 1,171,000.00	2	Tashkent, Uzbekistan	All Staff	10/17/2022
217768-UZ-2020-014	8/11/2022	Wall, Sarah	056	IT Equipment	Laptop	Dell Latitude 7420/95BMTQ3	\$1,262.87	UZS 14,036,836.94	3	Tashkent, Uzbekistan	FGI Office/Room 10	10/17/2022
217768-UZ-2020-014	8/11/2022	Wall, Sarah	057	IT Equipment	Laptop	Dell Latitute 7420/FD3JQTQ3	\$1,262.87	UZS 14,036,836.94	3	Tashkent, Uzbekistan	FGI Office/Room 10	10/27/2022