



## PROGRESS REPORT<sup>1</sup>

01 January – 31 December 2022 Annual

01 January 2018 – 31 December 2022 (Final for REG, KGZ, TJK Outputs)

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Project	<b>Aid for Trade for Central Asia (phase IV)</b>
Implementing Agency	United Nations Development Programme
Atlas Project ID	00105653
Atlas Output IDs	00106814, 00106815, 00106816, 00106817
Project duration	01 July 2018 – 31 December 2023
Reporting Periods	01 January – 31 December 2022 (Annual) 01 July 2018 – 31 December 2022
Countries	Kyrgyzstan, Tajikistan, Uzbekistan
Funding partner	Government of Finland
Date	28 February 2023
Author	Dilshod Akbarov (Project Manager)
Approvals	To be approved by the Project Board
Purpose	As per the project document, the project is monitored through annual and bi-annual reports. The report is prepared to give a summary of the progress made, present the overall project situation and provide sufficient information for the Project Board to take decisions and to make recommendations.

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<sup>1</sup> This is combined report comprising of the Annual 2022 progress report for all outputs as well as Final report for REG, KGZ and Tajikistan outputs of the project

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## 1. Background and context

The Aid for Trade in Central Asia project - phase IV has been implemented in Kyrgyzstan, Tajikistan and Uzbekistan since 2018 and focuses on supporting these Central Asian countries in promoting inclusive and sustainable growth patterns through promotion of green productive capacities and increasing competitiveness to support the countries efforts to diversify their economies and export baskets and promote trade. It was designed based on findings of the Aid for Trade project phase III and consultations at national and sub-national levels.

The main logic of the project is to support producers as well as government partners to build productive capacities that are forward looking (future proof) and that address rapidly changing global market demands or climate change. By providing support to building productive and export capacities for niche products in the agricultural and agro-industrial, but also in other employment-rich and potentially green sectors, the project contributes to more economically, socially and environmentally sustainable growth patterns.

### *Brief regional context*

The main development challenge for the target countries is to ensure that the potential of trade is harnessed in ways which contribute to more inclusive and sustainable development pathways in the countries. The current structure of growth and exports in the countries of Central Asia has contributed to poverty reduction over the last decade, but falls short of being fully economically, socially or environmentally sustainable.

This situation makes it imperative that economies in the sub-region diversify, production capacities of the private sector are expanded, and new markets are accessed. Better integration into international trade can play an important role in the countries' efforts to achieve diversification and more sustainable growth. Economic growth, fueled by trade, can be a pathway to ensure more inclusive and sustainable development provided that the appropriate trade framework is established. The agricultural and agro-industrial sectors in Central Asia generate most of the jobs in rural areas and can be a driving motor in ensuring distribution of the gains from trade and can also facilitate greater export diversification and improved quality of employment. Greater support for trade in labor- (as opposed to natural capital) intensive activities, such as non-irrigated agricultural production, food processing, textiles, tourism, and wholesale and retail trade, can reduce the environmental footprint of production for export, while also broadening export baskets.

The project addresses the development challenges in three countries at both downstream and upstream levels through the following dimensions:

### **1. Supporting an enabling environment for job-rich growth through**

- 1.1 Enabling policies and regulations for inclusive and trade oriented private sector development (macro level)
- 1.2 Trade support institutions that provide efficient services to the private sector (meso level).

### **2. Supporting market opportunities for all through more efficient and competitive producers and processors**

- 2.1 More efficient and competitive producers and processors contributing to sustainable human development (micro level).

Gender equality and environmental sustainability have been addressed as cross-cutting themes. The project also promotes better cooperation between the different countries in the implementation and coordination of different thematic areas.

### *Regional level*

On the regional level, the project focuses on ensuring collaboration and cooperation between participating countries, as well as other regional and national projects working on sustainable growth and other related

issues. The regional level also facilitates knowledge generation and sharing of experience and expertise between participating countries.

*Country level (Kyrgyzstan, Tajikistan, Uzbekistan)*

On a policy level, the project works with the Ministries of Economy and Trade and other relevant state agencies to develop and implement trade oriented private sector development and export promotion policies. At the meso level, the project works with Trade Support Institutions (TSIs) to improve available services to the private sector. Services include trade intelligence, business processes, market access, as well as access to information on the latest technologies. On a micro level, the project works directly with producers supporting high value niche products that are sustainable.

The project has dedicated activities to support women entrepreneurship development through mentorship programs, programs on affordable finance or other forms of support.

Basic Project information:

PROJECT/OUTCOME INFORMATION		
<b>Project/outcome title</b>	Aid for Trade in Central Asia – Phase IV	
<b>Atlas ID</b>	00105653	
<b>Corporate outcome and output</b>	<p>Outcome: Growth and development are inclusive and sustainable, incorporating productive capacities that create employment and livelihoods for the poor and excluded</p> <p>Output: National and subnational systems and institutions enabled to achieve structural transformation of productive capacities that are sustainable and employment - and livelihoods intensive</p>	
<b>Country</b>	Kyrgyzstan, Tajikistan, Uzbekistan	
<b>Region</b>	Central Asia	
<b>Date project document signed</b>	3 May 2018	
<b>Project dates</b>	<b>Start</b>	<b>Planned end</b>
	1 July 2018	31 December 2023
<b>Project budget</b>	EUR 6,014,676	
<b>Funding source</b>	Government of Finland	
<b>Implementing party</b>	UNDP IRH	

Linkages to UNDP’s Regional Program Document (RPD) 2018-2021:

Direct linkage with the area of work 2 of RPD (Addressing poverty and inequalities through more inclusive and sustainable development pathways), Output 2.5 (*Scalable solutions for sustainable commodities and green and inclusive value chains captured and disseminated*).

SDGs addressed by the project:

**Goal 1.** End poverty in all its forms everywhere. Sub-goal 1.1.

**Goal 2.** End hunger, achieve food security and improved nutrition and promote sustainable agriculture; Sub-goals 2.3 and 2.4

**Goal 5.** Achieve gender equality and empower all women and girls; Sub-goal 5.5

**Goal 8.** Promote sustained, inclusive and sustainable economic growth, full and productive employment and decent work for all. Sub-goals 8.1, 8.2, 8.3 and 8.a

**Goal 9.** Build resilient infrastructure, promote inclusive and sustainable industrialization and foster innovation. Sub-goal 9.2

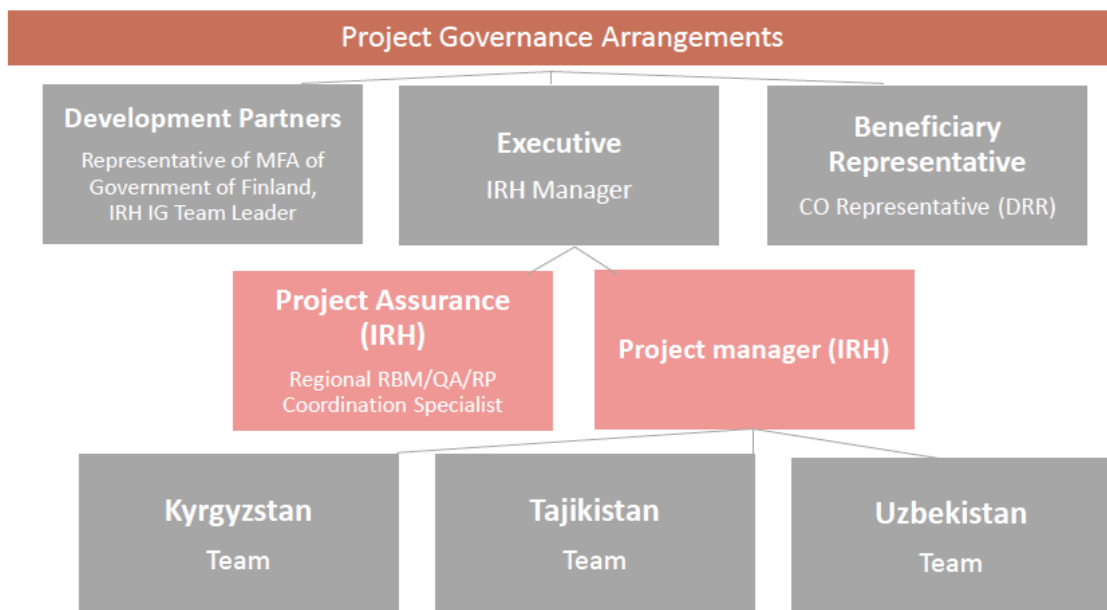
**Goal 12.** Ensure sustainable production and consumption patterns; Sub-goal 12A

**Goal 17.** Strengthen the means of implementation and revitalize the Global Partnership for Sustainable Development. Sub-goal 17.6

Governance and management arrangements:

The project is implemented under DIM modality. UNDP IRH acts as the project implementing partner (agency) and is responsible for the overall project coordination and for implementation of the regional component. UNDP COs in Kyrgyzstan, Tajikistan and Uzbekistan are responsible for implementation of the country components under the Delegated Authority.

Project is directed by the Project Board, chaired by the UNDP IRH Manager. The Project Board also consists of representatives from the Government of Finland and the three UNDP COs covered under this project.



## 2. Executive summary

Economies in Central Asia face high commodity dependence and limited output diversification, which makes them very vulnerable to external shocks. In addition, energy, metals, minerals and cash crops (such as wheat) dominate the target countries' export baskets, which poses significant burdens on the region's delicate ecosystems, and particularly on its water and energy resources, meaning that current growth and export patterns are not environmentally sustainable.

To help tackle these challenges, the phase-IV of Aid for Trade in Central Asia project has focused on supporting the governments to build 'forward-looking' productive and export capacities with a focus on

higher-added value ‘niche’ products and decent job creation, promoting sustainable agriculture and green value chains.

### **Performance review**

The project has been, to a large extent, effective as it has attained a number of valuable outputs and sub-outputs that were planned by the project document.

The project identified and implemented concrete sustainable solutions to improve productive and export capacities of the private sector in twelve green and inclusive value chains in agricultural, agro-industrial and tourism sectors in rural areas of Kyrgyzstan, Tajikistan and Uzbekistan, thus contributing to achievement of Output level indicator of RPD 2018-2021 (2.5. *Scalable solutions for sustainable commodities and green and inclusive value chains captured and disseminated*). The implemented solutions have the potential to scale up for economic opportunity.

The project applied a holistic approach to support structural transformation (of productive capacities) efforts of the governments by developing capacity at the macro (e.g., policy and regulatory reforms); meso (institutional support); and micro levels (e.g., enterprises, especially MSMEs) to promote systemic change in the way markets work.

The project deliverables were provided through a joint participatory process that took into consideration the countries’ contexts and provided county-tailored outputs. As the project achieved a number of valuable results, it is difficult to privilege some against others. However, the project’s support to development of visions to the private sector focused trade policies and export development programs, new trade intelligence service for SMEs, new export finance products, on-line export promotion platforms, e-learning/training programs, as well as innovative and sustainable solutions/technologies aimed to improve export competitiveness and diversify production structures in selected agricultural, agro-industrial and tourism value chains seem to be the most outstanding results though there are also many other.

The project was central to the governments’ initiatives on strengthening the institutional capacities of Trade Support Institutions of the countries through modernizing their institutional capacities and enhancing the efficiency of export promotion services’ provision to the private sector.

Cross-cutting issues such as gender equality and environmental sustainability were adequately integrated into the project document and in the overall project implementation.

### **Project results summary**

Output 1 (Regional). Cooperation between trade policy makers and implementers, as well as private sector entities and national export promotion agencies with a focus on promoting job rich green growth has increased on the regional level.

On the regional level, the project contributed to the enhanced capacities of policy makers to use green value chains approach as a tool to improve productive and export capacities of MSMEs with a focus on higher-added value ‘niche’ products and decent job creation, contributing to economic and trade diversification, e.g. dedicated roadmaps on improving productive capacities of the private sector along selected value chains in all three countries were developed. Consequent implementation of these roadmaps in all three countries enhanced productivity at supported value chains for inclusive growth and contributed to development of human capital and other capabilities at national and sub-national levels.

The regional output also supported regional cooperation between Central Asian public and private stakeholders through establishment of partnership initiatives, e.g. [Central Asian Working Group on Export Promotion of Agricultural Produce](#) (CAWG), where 228 Central Asian public and private experts supported

by development partners worked on collaborative and cohesive introduction of international quality/food safety standards and sustainable agricultural practices (UNECE commercial standards, ISO 22000, GLOBAL G.A.P., FSSC, etc.) that contributed to improvement of agricultural quality along the entire value chain and ensured increased level of compliance of nationally produced products with international quality standards.

The project also contributed to enhanced inter-regional trade integration by launching the [Central Asian Trade Information Portal](#) (CATI) - an online tool providing up-to-date market information that facilitates trade- and investment-related decisions of SMEs. The portal allows exporters, importers, investors, and business and trade support organizations from the Central Asian countries to search efficiently for business opportunities in the CA region and supports government officials in their policy designs.

The regional level also supported the dissemination of international best practices (Finnish and European expertise) on development of green value chains among stakeholders in Central Asia, where the knowledge and experience from EU and Finland has been used as a catalyzer and a source of expertise.

## Output 2. Supporting an enabling environment for job rich growth through:

### 2.1 Enabling policies and regulations for inclusive and trade oriented private sector development.

### 2.2 Trade support institutions that provide efficient services to the private sector.

On the policy level, the capacities of the policymakers have been enhanced to design trade and private sector development policies aimed at making the policy and regulatory environments more favorable for MSMEs, promoting export diversification, value addition, and increasing private sector competitiveness to realize trade opportunities: e.g. [National Export Development Program of Kyrgyzstan 2023-2026 \('Made in Kyrgyzstan'\)](#), which sets out priorities of the government for the next 4-year period aimed to creating private sector driven export development; the [State Export Development Program of Tajikistan for 2021-2025 \(EDP\)](#),<sup>2</sup> which outlines priority actions to support private sector with export potential development, increasing export competitiveness and accessing new markets, etc.

The project contributed to establishing national frameworks for leveraging the EU's preferential GSP/GSP+ system by exporters in the countries by supporting SMEs transitioning to the [EU's Registered Exporter system \(REX\)](#), which is vital for exporters to be entitled tariff preferences granted within preferential trade agreements signed with the EU. The REX system allows self-certification of origin of goods by economic operators thereby reducing transaction costs when exporting to the EU.

The project also contributed to enhancing SMEs access to finance by supporting the governments with launching 'a factoring' - the new export finance product to help SME exporters to expand their production and exports. The project also supported creating more favorable conditions for SMEs to access finance by supporting introduction of corporate governance systems.

The project contributed to improving provision of public services to the private sector in Tajikistan by supporting formulation and subsequent adoption of the Law on 'State Services'.<sup>3</sup> The project also supported development of 9 by-laws<sup>4</sup> to help implement the Law on State services, which form basis for further improvement, increasing transparency and streamlining of over 2,000 public services provision to citizens and private sector.

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<sup>2</sup> The decree of the Government of Tajikistan No 169, adopted on 30.04.2021

<sup>3</sup> Adopted on 15.01.2020

<sup>4</sup> Registry of state services, standards of state services, Governmental Decree on State Services, Decree #624 on single centre for servicing entrepreneurs, Gov. Decree on list of state provided services, Gov Decree on rules on optimization and automatization of state services and Gov. Decree on appointing a regulating body for state services

On the meso level, capacities of national trade support institutions (TSIs) were enhanced to provide more efficient export promotion services to the private sector by facilitating TSIs' access to cutting-edge trade and market intelligence and use available big data tools to foresight markets e.g. development of the [Central Asian Trade Information Portal](#) (CATI), expanding online export support services to the private sector through Kyrgyzstan's Export Portal ([www.export.gov.kg](#)), Tajikistan Trade Portal ([www.tajtrade.tj](#)), new web-portal of Export Promotion Agency of Uzbekistan ([www.epa.uzb](#)), and institutionalizing the provision of export support services through establishment of the Agency for Exports and State Institution 'Formation and Development of Entrepreneurship' and its Centers in Tajikistan.

Overall, the project has facilitated access of 32 Trade Support Institutions (TSIs) of Kyrgyzstan, Tajikistan and Uzbekistan, as well as over 6,400 SMEs/target value chain actors to cutting-edge trade and market intelligence and enhanced their capacities to use big data tools to foresight markets, which is key to identify new opportunities and diversify beyond traditional export baskets.

### **Output 3. More efficient and competitive producers and processors contributing to sustainable human development**

On the micro level, the project contributed to improvement of productive capacities of MSMEs in rural areas of three countries and strengthening twelve (12) target green value chains through targeted capacity-building activities and support with development of productive infrastructures in-line with global standards and best practices e.g. international quality and food safety standards and adopting sustainable, innovative and 'green' technologies, methodologies and practices amongst others<sup>5</sup>.

Since the start of the activities in 2018 under phase-IV, the project has cumulatively supported creation of 888 new decent jobs, including 636 for women and supported \$156 million in export contracts of the value chain actors. Along with the new jobs creation, support provided to value chain actors (farming enterprises, agro and food-processing SMEs, tourism sector actors) has led to an increase in productivity, income and export volumes of target VCs on average by 20%, with the potential to replicate and scale-up the innovative and sustainable solutions that were implemented.

In addition, the project contributed to development of the capabilities of women entrepreneurs and traders in the countries by providing customized mentorship programs for business/trade development, networking and investment, programs on affordable finance or other forms of support throughout the project. During 2018-2022, over 600 women in Kyrgyzstan, Tajikistan and Uzbekistan were empowered to build 'forward-looking' productive capacities at target green value chains, mentorship programs, programs on affordable finance, trade promotion activities or other forms of support.

### **Brief overview of key challenges, lessons learnt**

The key challenges and lessons learnt have been associated with COVID-19 implications and adverse spillovers from the war in Ukraine. The COVID-19 pandemic disrupted some of the planned project activities during 2020-2021 in Asia and Europe as well as market penetration targets in Asian and European markets. Limitations have been in place in terms of possibilities to organize exchange visits, study tours, B2B meetings, participation at various exhibitions, forums etc. As the COVID-19 restrictions have unfolded the project has identified that activities such as B2B consultations and trainings can be organized using online digital tools.

The changes in Global Value Chains which the project has witnessed since inception of phase-IV in 2018 are dramatic. The rate of change in global value chains is picking up pace. A pace, which many of the project

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<sup>5</sup> <https://www.undp.org/tajikistan/stories/future-success-tajikistans-exports-lies-added-value-products>



clients find it hard to match. The drivers of change such as Industry 4.0, climate change, and population and consumers' value changes will increase this pace further. Therefore, it is vital to ensure that the project activities continue to be forward-looking and support businesses and producers to become more resilient to emerging post-Covid-19 context by building 'forward-looking' and smart productive capacities and green value chains which produce high value-added and competitive products, create decent jobs and promote sustainable and circular production patterns.

Taking note of the rapidly emerging trend in usage of e-commerce by exporters worldwide during the pandemic, the project has identified that increased emphasis needs to be made on capacitating TSIs and SMEs in utilizing e-commerce tools to enhance resilience to external shocks. The ability to leverage e-commerce presents a significant opportunity for governments and businesses of Central Asian countries to build on the experience of crisis in order to accelerate recovery. Overall, further support to SMEs in trade promotion should be aligned with the new post-COVID context and embracing digitalization.

Disruptions in supply chains and logistics systems during and after the pandemic have put the work around trade intelligence and market access in the center of trade support/promotion activities of the countries. The project identified that support activities to Trade Support Institutions of the countries should be adapted by putting a stronger focus on development of services critical for MSMEs at crisis times or economic recovery periods, such as foresighting new markets and facilitating market access, accessing and using big data tools for trade intelligence, connecting to digital platforms, e-commerce mentoring, etc.

The COVID-19 pandemic and the war in Ukraine exposed the vulnerabilities of international production, trade and logistics networks and brings changes to them. Therefore, it is vital to ensure that the project is supportive of efforts of the countries to recalibrate their trade, value chain development and export promotion priorities to be more adaptive to megatrends in the regional and global landscape (geopolitics/conflict, climate change, regionalization, digitalization/technological change, changes in production and consumption patterns in post-Covid 19 context).

### **Overarching indicators (as per prodoc) and overall results 2018-2022:**

Total number of jobs created: 888 (636 women)

Number of MSMEs supported: 5,936

Number of women-led enterprises (including women farmers) supported: 3,863

Number of participants in value chain networks/cooperation: 842

Volume of export contracts supported: \$156 million.

#### **Utilization update:**

The total budget for 2018-2023 (including Uzbekistan country component) is EUR 6,151,697.79<sup>6</sup>. Total expenditures until 31 December 2022 have reached US\$6,110,286.27 (equivalent to EUR 5,273,804.95) or 85,73% of the total budget in EUR.

The total project budget for 2018-2023 (excluding Uzbekistan country component) is EUR 4,937,021.79. Total expenditure until 31 December 2022 (excluding Uzbekistan) is \$5,579,705.23 (equivalent to EUR 4,815,858.99), or 97,55% of the total budget in EUR.

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<sup>6</sup> The budget consists of EUR 6,014,676 as per the project document and EUR 137,021.79 of Phase III unspent funds equivalent to \$161,012.68 at exchange rate USD/EUR 0.851 transferred to Phase IV (Regional component) to support to increase business linkages between Finland and participating countries and for other activities as per the November 2020 board decision.

### 3. Report on **2022 progress and results**: Progress towards the achievement of the targeted objectives and expected results/outputs

**Regional** (Output 1. Cooperation between trade policy makers and implementers, as well as private sector entities and national export promotion agencies with a focus on promoting job rich green growth has increased on the regional level).

The Regional output duration is 01 July 2018 – 31 December 2023. The approved budget of the Regional output for 2022 is \$329,400 (as per June 2022 budget revision). The total expenditures of the output in 2022 amounted to \$301,925.79 (91,66% of the 2022 budget). The detailed breakdown can be found in the financial report.

#### **Brief summary of 2022 progress:**

The project at the regional level supported the 6<sup>th</sup> regional meeting of the [Central Asian Working Group \(CAWG\)](#) on Export Promotion of Agricultural Produce from Central Asia (Tashkent, 18-19 April 2022)<sup>7</sup> - a regional platform for collaboration in promoting international quality/food safety standards (UNECE, GLOBAL G.A.P, ISO 22000), which is essential precondition for accessing international markets, particularly relevant for agri-food value chains.

The main topics of the discussions were related to the introduction of amendments to current UNECE's Quality Standards taking into account priority products exported from the region, drafting explanatory materials on fresh and dried agricultural products for value chain actors, discuss the strategies and further plans for joint activities to implement sustainable and food safety standards (incl. Global GAP) and ways to promote exports through access to and better use of big data for trade intelligence (ITC trade analysis tools, and CATI portal developed by the project in partnership with ITC: [www.catiportal.org](http://www.catiportal.org)), as well as increasing awareness on CA regional produce using “geographical indications” (GIs).

The project jointly with ‘Hilfswerk International’ also organized the seven-day study tour to Austria (20-26 June 2022)<sup>8</sup> for 24 representatives of the national ministries of trade, agriculture as well as associations of exports and food-processing of Kyrgyzstan, Tajikistan and Uzbekistan to learn Austrian experience and best practice in development of agricultural clusters and commercialization of the produce using Geographical Indications and other export marketing tools.

The regional level also continued to foster linkages between Finland and Central Asia. In the period 23-27 January 2022, the project organized the 5-day study tour to Finland on development of sustainable tourism for Kyrgyz entrepreneurs from the tourism sector<sup>9</sup>, as well as B2B mission of delegation of the Finnish businesses to Uzbekistan during 02-03 November 2022<sup>10</sup>.

#### **2022 progress**

The project at the regional level continued to support work of **the Central Asian Working Group on Export Promotion of Agricultural Produce from Central Asia (CAWG)** - the regional platform for collaboration in promoting international quality/food safety standards and sustainable agricultural practices. In particular,

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<sup>7</sup> [https://www.eeas.europa.eu/delegations/tajikistan/eu-regional-project-supports-export-promotion-agricultural-produce-central\\_en?s=228](https://www.eeas.europa.eu/delegations/tajikistan/eu-regional-project-supports-export-promotion-agricultural-produce-central_en?s=228)

<sup>8</sup> <https://www.undp.org/uzbekistan/press-releases/study-tour-european-union-dedicated-geographical-indications-and-agro-clusters>

<sup>9</sup> <https://www.undp.org/kyrgyzstan/press-releases/kyrgyz-tourism-sector-representatives-studied-sustainable-tourism-finland>

<sup>10</sup> <https://www.eastcham.ru/artikkelit/vip-intervyu/tarya-tejttinen-posetila-s-finskimi-kompaniyami-gostepriimnye-kazahstan-i-uzbekistan/>

the project jointly with Hilfswerk International supported the 6th regional meeting of CAWG<sup>11</sup>, held in Tashkent (18-19 April 2022). The main focus of discussions was development of the consolidated position and vision on promoting commercial quality standards, food safety of agricultural products, increasing the competitiveness of the region and promoting the exports of agriproducts, including through access to and better use of big data for trade intelligence (ITC trade analysis tools, and CATI portal)<sup>12</sup>. Also, considering that the promotion of geographical indications (GI) could improve the image of agricultural products in Central Asia, as well as the countries in foreign markets, the implementation of the best international practices for identification and designation of geographical indications (GI) was discussed.

The project jointly with ‘Hilfswerk International’ co-organized the 7-day study tour to Austria (20-26 June 2022)<sup>13</sup> for 24 representatives of the national ministries of trade, agriculture as well as associations of exports and food-processing of Kyrgyzstan, Tajikistan and Uzbekistan to **learn Austrian experience and best practice in development of agricultural clusters and commercialization of the produce** using Geographical Indications and other export marketing tools.

The participants enhanced their knowledge on policy aspects of development of effective clusters in the agro-industrial complex of Austria, national cluster support programs in Austria, aspects of ensuring sustainability of cluster on the example of AAC “Austrian Agricultural Cluster”, interaction of science, education and business within clusters, policy and system in the field of branding and individualization of products through promotion of agricultural produce and rural development through GI.

The project used the opportunity of the study tour to organize (jointly with Hilfswerk International and the Embassies of Central Asian countries in Vienna) the **mini exhibition to showcase some of priority export products of the three countries** (including project supported niche products) to EU businesses and organized **B2B meetings** to promote exports from Central Asia to the EU.



Activities under the regional component also continued to foster linkages between Finland and Central Asia. In particular, the project organized **the 5-day study tour to Helsinki, Finland on development of sustainable tourism for Kyrgyz entrepreneurs** from the tourism sector during 23-27 January 2022. One of the practical results of the study tour was signing of an agreement between one of the participants of the trip - Novinomad LLC with the Finnish tour operators on organizing cycling tours in Kyrgyzstan. In 2022 they are planning to organize a pilot tour and to possibly scale it up in 2023 ([Kirgisia pyöräilymatka - Matkatoimisto Mandala Travel](#)).

The project also supported organizing **B2B mission of 19 Finnish businesses to Uzbekistan** during 02-03 November 2022<sup>14</sup> to explore business opportunities and establish contacts.

<sup>11</sup> [https://www.eeas.europa.eu/delegations/tajikistan/eu-regional-project-supports-export-promotion-agricultural-produce-central\\_en?s=228](https://www.eeas.europa.eu/delegations/tajikistan/eu-regional-project-supports-export-promotion-agricultural-produce-central_en?s=228)

<sup>12</sup> [https://www.hilfswerk.tj/wp-content/uploads/2022/05/CANDY5\\_EN\\_PressRelease\\_06-05-2021.pdf](https://www.hilfswerk.tj/wp-content/uploads/2022/05/CANDY5_EN_PressRelease_06-05-2021.pdf)

<sup>13</sup> <https://www.undp.org/uzbekistan/press-releases/study-tour-european-union-dedicated-geographical-indications-and-agro-clusters>

<sup>14</sup> <https://finnpartnership.fi/en/news/all-eyes-on-central-asia-and-uzbekistan/>

During 03-04 October 2022 the project jointly with ‘Hilfswerk International’ organized the **Regional Forum ‘Increasing the recognition of Central Asia as a supplier of high-quality and unique agricultural products: paving the way for successful Geographical Indications systems’**<sup>15</sup>, held in Almaty (Kazakhstan). The Forum served as a regional platform to discuss the results of the recent initiatives aimed at development and promotion of Geographical Indications (GIs) in the region and potential areas of collaboration to advance GIs in the Central Asian region. The Forum facilitated exchanges on further approaches needed and policy measures through which GIs can contribute to regional development and creation of new trade opportunities for the countries of Central Asia.

The regional output fine-tuned its methodology to identify green added-value products which are ‘future-proof’ and with high export and job creation potential. The main aim is to include regional and global trends (i.e. geopolitics/conflict, climate change, regionalization, digitalization/technological change, change in production and consumption patterns in post-Covid 19 context) and megatrends analysis and ensuring that the value chains chosen for the next (5th) phase of the project are future proofed, as well as environmentally sustainable and employment rich. The green value chains with the highest potential will be chosen for in-depth assessments and further support during phase V.

**Kyrgyzstan** (Output 2: Support to an enabling environment for job rich growth in Kyrgyzstan)

Kyrgyzstan output duration was 01 July 2018 – 30 September 2022. The output finalized all its activities as of 30 September 2022.

The approved budget of the output for 2022 is \$444,108 (as per June 2022 budget revision). The expenditures of the output in 2022 amounted to \$532,613.82 (119,93% of the 2022 budget). Overspending of the budget (by 19,93%) was caused by the payments made in Y2022 for the last deliverables on two Y2021 multi-year POs and reflection of these expenditures in Y2022. Overall expenditures for all years did not exceed the overall KGZ output project budget for 2018-2022. The detailed breakdown can be found in the financial report.

#### **Brief summary of 2022 progress:**

During 2022, the project supported the project partners in developing strategies for export development, accessing markets, finance and technologies, improved quality of services provided to exporters, and finalized the activities on strengthening the selected value chains (honey; dried fruits, vegetables, berries and nuts; and adventure tourism).

The project provided support to the Ministry of Economy and Commerce with development of the draft [National Export Development Programme 2023-2026 \(‘Made in Kyrgyzstan’\)](#), which sets out priorities of the government for the next 4-year period aimed to creating private sector driven export development, including in the areas of export promotion, trade facilitation, access to finance and improving quality infrastructure.

The project also continued its support to the Cabinet of Ministers of the Kyrgyz Republic, in particular, National Investments Agency (NIA) and the Department of Tourism, in providing services to exporters and tour operators, related to market access, development of market profiles and facilitating participation at several international trade fairs and B2B meetings. This was especially important for the businesses in light of an almost 2-year halt of such activities due to COVID-19 restrictions. As a result of the participation of

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<sup>15</sup> <https://ca-wg.net/2022/10/25/forumgoneogographicalindication/>

Kyrgyz exporters in four international exhibitions, 14 export contracts have been concluded for the total amount of \$2.3 million<sup>16</sup>.

With respect to the three target value chains, during January-September 2022 the project finalized all envisaged activities in support of all target value chains. During 2022, 50 permanent jobs (out of which 31 for women)<sup>17</sup> were created in the three values chains, predominantly in rural areas. Another important project achievement has been the successful certification for international GLOBAL G.A.P. standard of three farms, beneficiaries of the project, which are the first ones in Kyrgyzstan to obtain such certificates.

In June 2022, the project finalized the capacity building and the grant support programme for women entrepreneurs in the target value chains (dried fruits/nuts, honey and adventure tourism). The programme helped to enhance the production, entrepreneurial and export capacities of 18 women-led SMEs<sup>18</sup> in rural areas of project target regions through tailored trainings and grant support in the form of means of production.

In August-September 2022, the project implemented the third (final) edition of the Mentorship Programme for Women Entrepreneurs that connected 22 young women entrepreneurs<sup>19</sup> from rural areas with experienced businesswomen and helped them formulate and further develop their business ideas. In addition to the mentorship support provided by mentors, a series of 8 online trainings were organized for mentees to expand their business skills and knowledge. The topics included financial literacy, business planning, as well as marketing and sales (SMM).

## **2022 progress**

### **Sub-output 1.1. Enabling policies and regulations for inclusive and trade oriented private sector development**

#### Activity 1.1. Support to market access for SMEs

In 2022, the project provided support to the Ministry of Economy and Commerce with development of the draft [National Export Development Programme 2023-2026 \('Made in Kyrgyzstan'\)](#), which sets out priorities of the government for the next 4-year period aimed to creating enabling environment for private sector driven export development, including in the areas of export promotion, trade facilitation, access to finance and improving quality infrastructure.

The project also supported the National Investment Agency (NIA) (which was delegated by the government with export promotion functions at the end of 2021) to enhance services provided through [www.export.gov.kg](http://www.export.gov.kg). The project provided advisory and technical support of the NIA through:

- capacity building of NIA staff on export promotion and use of big data for trade intelligence: 5 training sessions on export development policy, best practices on export promotion organizations, trade intelligence tools, and exhibitions and trade fairs as effective tools of export promotion
- updating exporters' database
- creating analytical content for the website (market profiles), including through the provision of business intelligence tools (access to Euromonitor's 'Passport' database that provides in-depth market profiles for 100 countries).

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<sup>16</sup> Evidence source: National Investment Agency (NIA) report 2022.

<sup>17</sup> Evidence source: 2022 activity report from IP

<sup>18</sup> Evidence source: 2022 activity report from IPs (grants and IPs)

<sup>19</sup> Evidence source: 2022 activity report from IP

As a result of these interventions, the following four online services have been launched on the trade portal (export.gov.kg) with the support of the project:

- **Market profiles (3).** 3 new reports were developed for priority products to be exported to target export markets:
  - [Market profile for cheese: Saudi Arabia](#)
  - [Market profile for bottled water: UAE](#)
  - [Market profile for dried apricot: Germany](#)
- **[Updated exporters' database](#) (1)** where potential importers can find information about Kyrgyz exporters.

In 2022, 20,577 clients visited the [www.export.gov.kg](http://www.export.gov.kg). Main clients of NIA are local exporters (61.2% of users of export.gov.kg are from Kyrgyzstan).

To help connect SMEs to international markets and international partners and expand trade and diversify export markets, the project supported NIA and 24 Kyrgyz agro/food processing SMEs and tourism actors to participate at 5 trade fairs and business forums, which resulted in signing of export deals for \$1.67 million, including:

- Trade fair and the high-level business forum ‘Kyrgyzstan-Saudi Arabia – 2022’<sup>20</sup>. As a result of the event, 2 companies (honey producers/processors) signed 2 contracts for the total amount of \$410,000. Almost all participants were able to sell and later export they produce (honey).
- ProdExpo Exhibition 2022 in February 2022<sup>21</sup>. As a result, 2 companies signed 4 export contracts for over \$1 million.
- Qatar’s International Agricultural Exhibition (AgriteQ)<sup>22</sup>, Qatar, 2022. As a result, 3 honey processors (Kyrgyz Honey LLC, Azius LLC, Balary LLC) signed 6 export contracts for over \$1 million.
- Arabian Travel Market (ATM), UAE, 2022<sup>23</sup>. The participation in the exhibition resulted in 4 companies signing 19 contracts with UAE-based travel companies. As of June 2022, 3 of these companies have already received 93 tourists and provided services for the amount of \$23,554
- Import Goods Fair 2022 (South Korea). In June 2022, the project supported the participation of the NIA staff and 2 project beneficiaries (honey processors) in the Import Goods Fair 2022, Seoul, Korea. As a result, 2 companies (Amangreenfood LLC, Beehoney) signed 2 export contracts on honey for the total amount of \$240,000.

#### Activity 1.2. Improved access to finance and technologies

As a result of the project’s work in 2020 and 2021 aimed at launching factoring – a financial product for exporters in Kyrgyzstan, in March 2022 a state bank “RSK” launched factoring services. The new product is to help exporters improve their short-term cash needs by selling their receivables in return for injection of cash from the factoring company (RSK bank). For businesses in Kyrgyzstan, which export goods to overseas customers, it is common for cash flow pressure to build as a result of invoices carrying extensive credit terms

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<sup>20</sup> [Ярмарка-выставка отечественной продукции в г.Эр-Рияд, Королевство Саудовская Аравия — Инвестиционная карта \(invest.gov.kg\)](#)  
[В Эр-Рияде проходит Кыргызско-Саудовский бизнес-форум и выставка \(akchabar.kg\)](#)

<sup>21</sup> [«Продэкспо-2022» — Инвестиционная карта \(invest.gov.kg\)](#)  
[Кыргызстан участвует в Международной выставке продуктов питания в Москве \(kabar.kg\)](#)

<sup>22</sup> [Выставка в Государстве Катар с 10 по 14 марта 2022 года — Инвестиционная карта \(invest.gov.kg\)](#)  
[Международная выставка “AgriteQ” в г.Доха, Государство Катар — Инвестиционная карта \(invest.gov.kg\)](#)

<sup>23</sup> [Развитие устойчивого туризма совместными усилиями – перспектива мира - "Департамент туризма при Министерстве экономики и финансов Кыргызской Республики". \(tourism.gov.kg\)](#)  
[Kyrgyzstan took part in the international exhibition “Arabian Travel Market 2022” | United Nations Development Programme \(undp.org\)](#)

due to the distances that products must travel. Export factoring will help local exporters to overcome these challenges.

## **Sub-output 2. More efficient and competitive producers and processors contributing to sustainable human development**

Activity 2.1.2. Higher productivity and export readiness of target products/VCs through the use of innovative technologies

### ***Strengthening the dried fruits, berries, dried vegetables, and nuts value chain (VC).***

By June 2022, the project work on strengthening the dried fruits, berries, dried vegetables, and nuts value chain (VC) has reached its final phase. During the first half of 2022, the project focused on finalizing some of the interventions, collecting data and monitoring results.

#### -introduction of international sustainability and food safety standards (GLOBALG.A.P., ISO 22000, HACCP)

The project supported 3 farming groups (Uluk Agro, Ak-Dobo and Jergetal – Akmatbek) with preparatory works (trainings, technical consultations) to undergo GLOBAL G.A.P. certification audit. All three farms obtained GLOBALG.A.P. certificates making them the first companies in Kyrgyzstan certified by GLOBALG.A.P. standard.

The project also supported 3 agro-processing companies with preparatory works to introduce ISO 22000 standard, one of which (Orjemil LLC, producer of dried fruits and vegetables) has received ISO 22000 certificate. Another two companies (Turan Group and Advantex) are expected to obtain the certificate in August 2022.

With respect to HACCP food safety standard, technical assistance was provided to one processing company (FOG) to introduce the HACCP.

In March 2022, the results and lessons of the work on this value chain, as well as potential solutions and needs, were discussed at the final round table that gathered together a wide variety of stakeholders: national partners from the relevant ministries and agencies, business associations, farmers, processing companies, agricultural consultancy firms, as well as development partners. Some of the beneficiaries' first-hand stories can be found here: [Support for entrepreneurs in the regions for dried fruit and vegetables. Aid for Trade. - YouTube](#)

### ***Strengthening the adventure tourism VC.***

In the first half of 2022, the project's work on strengthening the VC on adventure tourism also focused on finalizing the works, collecting data and monitoring results. Interventions during this period include the following:

#### -strengthening the capacity of actors in the tourism sector:

2 training sessions on online platforms in tourism (booking.com) were conducted in the target regions (45 participants, out of which 30 women).

In January 2022 a delegation of project beneficiaries (7) and partners (2) participated in 3-day study tour to Helsinki, Finland. The trip's overarching theme was sustainable tourism, and it included both theoretical lectures and practical activities, such as visiting the Association of the Finnish Travel Industry (SMAL), as well as a lodge that adopted sustainable practices. One of the participants (Novinomad LLC) of the trip met with Finnish tour operators and agreed to work together in organizing cycling tours in Kyrgyzstan. ([Kirgisia pyöräilymatka - Matkatoimisto Mandala Travel](#)).

-promotional activities and creation of new tour products: 3 new tour products (new routes, destinations and activities) have been developed/tested and are now offered to tourists. They include both summer and winter active/adventure tours (horse riding tours and hiking tours).

In April 2022, the results and lessons of the work on the value chain, as well as potential solutions and needs, were discussed at the final round table that gathered together a wide variety of stakeholders: national partners from the relevant ministries and departments, business associations, beneficiaries, as well as development partners. As a result of the work in 2022, the project contributed to the creation of 29 new permanent jobs (out of which 14 for women) in adventure tourism value chain.

*Related links:*

[Adventure tourism in Kyrgyzstan – through the eyes of foreigners | UNDP in Kyrgyz Republic](#)

[Following a wild hunt with eagle hunters - Kyrgyzstan Tourism \(kyrgyzstan-tourism.com\)](#)

[https://www.linkedin.com/posts/undp-kyrgyzstan\\_netflix-shot-an-episode-in-kyrgyzstan-activity-6868882664695328768-ZxkQ](https://www.linkedin.com/posts/undp-kyrgyzstan_netflix-shot-an-episode-in-kyrgyzstan-activity-6868882664695328768-ZxkQ)

[Cultural diversity of 30 countries: Netflix shoots film in Kyrgyzstan » English » www.24.kg - KYRGYZSTAN](#)

[Netflix снял фильм в Кыргызстане — о чем он. Фото - 23.11.2021, Sputnik Кыргызстан](#)

[Kyrgyz tourism sector representatives studied sustainable tourism in Finland | United Nations Development Programme \(undp.org\)](#)

[Tourism industry has developed recommendations for its further development | United Nations Development Programme \(undp.org\)](#)

### ***Strengthening the natural honey VC.***

The project work on strengthening the VC on natural honey was also finalized in the first half of 2022. In addition to monitoring activities (data and results collection), the following interventions were conducted:

- strengthening the capacity of beekeepers and processing companies through theoretical and field trainings:

In total, 17 training sessions were conducted during the reporting period for both new and experienced beekeepers (118 beekeepers in total, out of which 17 women). The main topics included: treatment of bees and pest control, bee products (honey, propolis, beeswax, etc.), breeding, as well as safety and quality standards for honey. For processing companies, 1 training session on food safety was conducted for a processing company “Medovaya Artel” (8 employees, out of which 6 women). In addition, with a view to exchanging experiences and best practices, as well as to promoting a dialogue between beekeepers from different regions, 2 study tours (experience exchange) were organized for beekeepers from the northern and southern regions (52 beekeepers in total, out of which 3 women).

- provision of beekeepers with modern means of production: In 2022, the 2<sup>nd</sup> round of the modernization mechanism has been implemented providing 36 beekeepers in total (out of which 6 women) – both new and experienced – with the needed means of production. The list of provided equipment includes honey-making machines, a cutting table for printing honeycombs, beehives and an electric drive for the honey-making machine.

In May 2022, the results and lessons of the work on the value chain, as well as potential solutions and needs, were discussed at the final round table that gathered together a wide variety of stakeholders: national partners from the relevant ministries and departments, business associations, as well as beekeepers and processing companies.

As a result of the work in 2022, the project contributed to the creation of 19 seasonal jobs (out of which 5 for women) for new beekeepers, as well as 12 permanent jobs at processing companies (all of which are for women).

Related link: [UNDP supports Kyrgyz beekeepers with equipment | UNDP in Kyrgyz Republic](#)

Activity 2.1.3. Support to women and/or youth entrepreneurs



In 2022 the project continued to support women/youth entrepreneurs through the following initiatives:

*1. Mentorship Program for Women Entrepreneurs*

During the reporting period, the project completed **the third (short-term) edition of the Mentorship Program for Women Entrepreneurs**. 22 mentees (aspiring or new women entrepreneurs from target regions) and 20 mentors (experienced entrepreneurs) successfully participated in this edition of the Mentorship programme. Key activities and achievements for the reporting period include the following:

- Training of Trainers (ToT) was conducted for the mentors where they learned about the concept of mentorship, their roles and responsibilities, the objectives of the programme, how to be effective mentors, etc.
- In addition to the mentorship support provided by mentors, 8 online trainings were organized for mentees to expand their business skills and knowledge. The topics included financial literacy, business planning, as well as marketing and sales (SMM).
- 60 consultations took place between mentees and their mentors on how to prepare concepts for their business ideas.

*2. Provision of services on capacity-building and grant support for women entrepreneurs.*

In June 2022, the project finalized **the Capacity-building and Grant Support programme for women entrepreneurs working in the target value chains** (dried fruits/nuts, honey and adventure tourism). The aim of the initiative was to further enhance their production/business/export capacity through provision of tailored training and grant support in the form of means of production.

In total, 18 projects have been supported in terms of means of production and equipment for the total amount of \$50,000. It included: in tourism - yurts, solar panels for yurts, horse riding equipment and furniture and lavatories for yurt camps; in dried fruits and nuts – electric cookers, compressors, equipment for workshops (washers, shelves, etc.), molding and cutting machine for dried fruit bars, cultivators for farmer groups; in honey – beehives, dispenser pumps for honey, etc.

The grant support was accompanied by advisory support of the grant recipients with respect to promotional and marketing activities, diversifying their products, sales and exports, productions methods and quality of products. The provided support helped beneficiaries launch new products (for example, Ekofloris LLS who specializes in locally sourced herbal/berry tea developed an eco-dessert to accompany her tea line), increase their exports (one of the beneficiaries Advantex LLC received a big order from Russia for their new fruit-protein snacks), as well as comply with the requirements of quality management systems (Orjemil LLC thanks to the new berry washing equipment will be able to comply with ISO 22000). Results also include 3 new export contracts (by 2 beneficiaries from the honey sector) for the total amount of \$50,180 with buyers from Russia and Kazakhstan. To avoid duplication of results of these initiative and sub-projects on VCs (as beneficiaries of this initiative are also beneficiaries from the Dried Fruits, Honey and Tourism VCs), all results are reflected in the VCs section of the report. Some of the beneficiaries' first-hand stories can be found here: [Support for women entrepreneurs in the regions of Kyrgyzstan. Aid for Trade Project. - YouTube](#)

**Tajikistan** (Output 3: Support to an enabling environment for job rich growth in Tajikistan)

The Tajikistan output finalized its activities under phase-IV as of 30 June 2022.

The approved budget of the output for 2022 is \$275,845. The expenditures of the output in 2022 amounted to \$276,470.42 (100,2% of the 2022 budget). The detailed breakdown of expenditures can be found in the financial report.

### **Brief summary of 2022 progress:**

During 2022, the project in Tajikistan supported the Government with the implementation of selected priorities of the State Export Development Programme for the period of 2021-2025, related to strengthening human and institutional capacity of the Export Agency, capacity-building of exporters, facilitating access to new markets, and development of e-commerce. In addition to provision of advisory support for the development of enabling policies and regulations for inclusive and trade oriented private sector development, the project continued to work closely with the Ministry of Justice to support the elaboration of an implementation mechanism for the Law on State Services.

The project continued to strengthen capacities of the trade support institutions and governmental structures to improve the quality of provided services for entrepreneurs and producers.

On 30 June 2022 the project finalized all its activities, including in target value chains (mung beans, honey, peanuts, apricot kernel oil and dried fruits). During the first half of 2022, the project provided support to VC stakeholders with trainings, developing market profiles, production of quality analysis and providing new technologies for processing the target niche products. 106 decent jobs (out of which 104 for women) were created in the three target values chains, predominantly in rural areas. The project provided technical assistance to women entrepreneurs with a series of targeted trainings and means of production through the mentorship program.

### **2022 progress**

Sub-output 1.1. Enabling policies and regulations for inclusive and trade oriented private sector development

Activity 1.1 Improved private sector related policies

At the policy level, the project continued its close collaboration with governmental entities including the State Committee on Investment and State Property Management (SCISPM), the Ministry of Economic Development and Trade (MEDT), the State Export Agency, the Ministry of Justice, the State Institution “Formation and development of entrepreneurship in Tajikistan” (SI “FDE”), Administrations of Sughd and Khatlon regions and local state authorities (Khukumats) at districts level as well as with the Consultative Council on improving the business climate under President of Tajikistan.

The project supported the MEDT with implementation of selected priorities of the State Export Development Programme for the period of 2021-2025, related to strengthening human and institutional capacity of the Export Agency, SI ‘FDE’, capacity-building of exporters, accessing new markets, and development of e-commerce. During the reporting period, the project has conducted the series of awareness raising events for over 80 civil servants on newly adopted Law ‘On Public Services’ and its regulations aimed at provision of improved public services (mainly related to implementation of e-government portal) to entrepreneurs in major oblasts of the country, as well as trainings for 138 (30 women) civil servants from the relevant state agencies (including Agency for Exports) with the view to further improve trade-related public services provision to private sector<sup>24</sup>.

The project, jointly with Agency for Exports, also organized a series of trainings for over 90 exporters, which included a wide range of export promotion related topics, such as how to export to EU and get registered in

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<sup>24</sup> <https://www.facebook.com/545313162262576/posts/4885829964877519/>  
<https://www.facebook.com/545313162262576/posts/4884993318294517/>  
<https://www.facebook.com/545313162262576/posts/4883065548487294/>  
<https://www.facebook.com/545313162262576/posts/4883037835156732/>

the system of registered exporters of EU, market access requirements for agricultural produce of Tajikistan in major export markets, improvement of quality of products by introduction of international standards, effective tools for search for buyers in foreign markets, etc.

Also, the project supported Agency for Exports with elaboration the ‘Fruits and Vegetables of Tajikistan’ Export Brochure for promotion of the products outside the country.

The project continued supporting the improvement of the business climate working with the Government on supporting the State Institution “Formation and Development Entrepreneurship” (SI “FDE”). In particular, the project, jointly with JICA, supported establishment of ‘Consultative Centers’ under SI ‘FDE in two major cities of Tajikistan – Dushanbe and Khujand, which was key to improve quality and reduce time for providing consultations by state bodies to entrepreneurs. The Consultative Centers provide free consultations to entrepreneurs on eight main areas, including taxation, legal advisors, financial regulations, business management and investments, accounting, customs regulations and others.

Also, during January-April 2022 the project supported the SI FDE’s initiative on capacity building of over 1,200 entrepreneurs, including exporters (313 women) throughout the country. The initiative included the organization of 11 courses on how to be a businessman, 12 startup talks, 16 educational trainings, 3 events on venture investment, 2 Entrepreneurship Forums, 3 training courses on "Promoting e-commerce" and other activities aimed at improving knowledge and skills of entrepreneurs.

In order to contribute towards creating an enabling environment for inclusive and trade oriented private sector development, the project continued to work closely with the Ministry of Justice to support the elaboration of an implementation mechanism for the law “On State Services”. In particular, the project supported the Ministry of Justice with elaboration of additional 5 bylaws stipulated under article #7 of the Law on State Services, which were adopted in 2022:

1. Rules for maintaining the register of public services by Governmental Decree #123 from 28 March 2022.
2. Rules for optimizing and automating public services by Governmental Decree #124 from 28 March 2022.
3. Rules for the development of standards and norms of public services by Governmental Decree #125 from 28 March 2022.
4. On the Rules for the interaction of the Unified Contact Center on the provision of public services with central and local executive bodies of state power, local governments of settlements and dekhots, as well as service providers on the provision of public services by Governmental Decree #126 from 28 March 2022.
5. On the List of public services provided in electronic form on the basis of one application by Governmental Decree #127 from 28 March 2022.

These by-laws are fundamental for the improvement of public services and optimization/simplification of provision state services both to citizens and private sector.

The project continued collaboration with the Consultative Council on the Improvement of Investment Climate under the President of Tajikistan (CCIIC) and supported CCIIC in conducting legal, institutional and economic analysis of the state services in accordance with the current regulatory legal acts of the Republic of Tajikistan with recommendations for further improvement of public services provision to the public and businesses.

The project also continued its support to the State Committee on Investment and State Property Management (SCISP) and the Working Group on Enhancing the Development of Entrepreneurship among Youth, Women

and People with Disabilities, chaired by SCISP by improving website [www.investcom.tj](http://www.investcom.tj) and inclusion of separate page on women entrepreneurship in order to raise awareness on strategies, programmes and actions undertaken by stakeholders on development of women entrepreneurship in Tajikistan.

Sub-output 1.2. Trade support institutions that provide efficient services to the private sector.

Activity 1.2. Improved access of private sector to efficient services

The work with **trade support institutions (TSIs)** continued to support engagement of TSIs in export strategies and marketing development and usage of the modern online platforms for assessing the foreign markets.

In 2021, the project supported one of the TSIs working on quality management – PO ‘MIS’ with establishment of the first non-state mobile laboratory for testing the quality and food safety of agricultural products. The new lab facility helps producers and exporters to assess safety and quality of products from initial stage of production till final products and reduce risks associated with returning products from exporting markets and avoid associated losses. During the first half of 2022, the lab serviced over 50 farmers and exporters, carried out over 2200 tests of products and conducted more than 830 different types of analyses. Based on the results of testing record sheets (testing certificates) recommendations on how to improve the quality of their products were provided to the agri-producers (farmers, beekeepers and MSMEs).

Based on the results of assessment done in terms of services provided by TSIs during the first half of 2022, 84 MSMEs (29 women-headed) were serviced by TSIs on: introduction of quality standards on ISO 9000 and FSSC 22000 certification, UNECE DDP on dry fruits standards requirements, conduction of lab analysis of the product’s quality, consultancy on elaboration of the brand/label/catalog of the products, consultations on Good Manufacturing Practice, Sanitation and Hygiene Requirements (PRP), consultations on production technology / development of new types of products, on promotion of goods through online platforms, etc.

The project also supported the participation of 6 Tajik exporters/producers of non-commodity products with high added value at ‘Gulf Food Dubai’ International exhibition (12-17 February 2022) to help diversify export markets, which resulted in conclusion of export products for over \$1.2 million.

Sub-output 2. More efficient and competitive producers and processors contributing to sustainable human development

Activity 2.1.2. Higher productivity and export readiness of target products/VCs through the use of innovative technologies

The project continued to provide support to stakeholders in target value chains (mung beans, honey, peanuts, apricot kernel oil and dried fruits) with trainings, developing market profiles, production quality analysis and certification.

The project continued to provide support to the target Value Chains:

- 66 farmers (60 women), dealing with **mung beans cultivation** in Hamadoni and Shahrītus districts of Khatlon region, trained on ecological/greening aspects of mung beans cultivation, such as agricultural technology for growing mung beans (selection of land, seeds, soil preparation for sowing, sowing, care of crops), new highly productive varieties of mung beans and agricultural technology for their cultivation, and the basics of mung beans seed production, as well as biological methods of protecting mung beans from diseases and pests.
- 49 farmers (26 women), dealing with **apricot cultivation** in Isfara, Sughd region were trained on the issues of protection of apricot orchards from spring frosts, fertilizer system for apricot orchards, the

technology for the production of high-quality apricot seedlings, and on drip irrigation and its application in apricot orchards.

- 44 farmers (15 women) dealing with **peanut cultivation** in Mastchoh district, were trained on diseases and pests of peanuts, and measures to combat them, agricultural technology for growing peanuts (selection of land, seeds, soil preparation for sowing, sowing, caring for crops, rational use of mineral resources), and on biological (ecological) system of integrated protection of peanuts from harmful insects and diseases.
- 107 **beekeepers** (49 women) in 4 districts of Rasht valley trained on the issues of formation of new bee colonies (layering of bees), on innovative / new methods of keeping bees in the conditions of Tajikistan and on Marketing and promotion of honey products which have been conducted in Rasht, Lyakhsh, Tojikobod and Sangvor districts of DRS
- **E-commerce and trading online through online marketplaces training** was organized for representatives of 13 exporting enterprises and 30 farmers and beekeepers, dealing with peanut cultivation and honey production
- 6 target agro-processing SMEs were audited on the issues of greening the production and processes, including Energy use and ways to reduce the costs, Rational use of water resources on the production, Liquid, solid and atmospheric emissions, Solid fuel consumption, Drainage and sewer emissions, tools to reduce the impact on the soil, Recommendations for reducing the impact of working conditions factors on workers.

The ecological audit of each SME (LLC IsfaraFood, LLC Visol Isfara, LLC Oro Isfara, LLC Vodii Mevaho, LLC Subhi Vatan and LLC Visol Isfara) was conducted and based on its results, the ecological passports of the enterprises based on the ISO 14001 standard (Ecological management standard) was issued to the SMEs.

- 6 target agro-processing SMEs were supported with provision of consultancy services on the use of environmentally friendly technologies, energy efficiency and water saving, waste management, and 22 recommendations on the measures for improvement of technologies for sustainable consumption and production, including the issues of efficient consumption and use of production resources provided. Since the implementation of these recommendations takes time and significant financial inputs, the management of the target enterprises decided to include the implementation of these activities in the strategic plan for the development of the enterprises until 2025.

On 8 June 2022, the project organized the **round table to present ‘The best practices on VCs greening by improving technological and production processes at the target VCs’** with participation of 30 representatives of the target and other agro-processing SMEs, local authorities, business associations, and consulting companies. During the round table the results of the audit, findings, problems and recommendations have been presented. Moreover, international expertise on the use of alternative energy sources and efficiency technologies, including alternative methods of drying of fruits and using of nanomaterials for solar dryers was presented by the Institute of material science of Academy of Science of Uzbekistan.

The project supported LLC “Mevai Tilloi” (production of snacks from dried fruits and nuts) with advisory/consulting services of the international food technologist on bringing production lines/processes in compliance with international food safety standards’ requirements. Also, the staff of the enterprise has been trained on technology of production of snacks from dry fruits and nuts, and the new technology was introduced at the company.

During the first half of 2022 the project supported MSMEs produced **new products** and sold on local and foreign markets: **snacks from dry fruits and nuts** – 8.6 tons (8.1 tons exported to UAE for total amount \$67,000), **apricots kernel oil** – 100 liters, **peanut butter** – 0.6 tons and mung beans – 20 tons.

To provide support with export promotion of target products/VCs, the project supported participation of 7 target MSMEs at the “GulFood -2022” International Trade Fair (Dubai, UAE) during 13-17 February 2022<sup>25</sup>. As a result, the target companies concluded more than 20 export contracts for over \$20 million. Export markets include UAE, Lithuania, Germany, Poland, Turkey and Romania (actual export amounted to \$303,000 as of May 2022).

#### Activity 2.1.3. Support to women and/or youth entrepreneurs

In 2022 the project continued to support women/youth entrepreneurs through the following initiatives:

##### *1. Mentorship Programme for Women Entrepreneurs.*

In 2022 the project has completed the 2nd stage of the Mentorship programme and achieved the following results:

- 25 best business plans (Sughd 6, DRS 7, and Khatlon 12) out of 46 prepared business plans have been selected for further support by the project.
- 9 selected women were supported by provision of the necessary agricultural and processing equipment and tools for running their businesses for the total amount of \$23,353.
- At the women-led businesses, which were supported by the relevant equipment and tools, 38 new permanent jobs were created. The supported women-led businesses specialize in honey production, dried fruits processing, sewing and confectionary production.
- 3 round tables/awareness raising events dedicated to sharing of information on the results achieved during the implementation of the Mentorship programme, positive impacts on women activities, as well as discussions of lessons learnt were organized in Sughd, Khatlon and DRS, with participation of 95 people (70 women) representing different NGOs/POs/BAs working in the area of women entrepreneurship development.

Information on conducted activities under the 2nd stage of Mentorship programme also disseminated through social networks (Facebook, Twitter) and local TV, and can be found here:

- <https://www.facebook.com/MIRTAJIKISTAN/posts/4889452424447916>
- <https://www.facebook.com/MIRTAJIKISTAN/posts/4891527734240385>

TV broadcasts:

- <https://youtu.be/nmRpn-RsEDw>

TV broadcast on round tables and results of the project:

- [https://www.youtube.com/watch?v=n5\\_8mAjnTk](https://www.youtube.com/watch?v=n5_8mAjnTk)

To document the knowledge, experience and lessons learned from women mentorship activities, the project elaborated a knowledge product in the form of **Case study on “Supporting Development of Women Entrepreneurship: Mentorship Programme”**. The publication is devoted to policy makers, development partners, Business Associations and CSOs as a case study that will be used for experience sharing and knowledge dissemination to ensure effectiveness of future programmes and projects of UNDP and other development partners.

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<sup>25</sup> [https://m.facebook.com/story.php?story\\_fbid=5232968866716045&id=100000089509173](https://m.facebook.com/story.php?story_fbid=5232968866716045&id=100000089509173)

The project also supported 21 women-led micro and small businesses (10 of them is women supported under the Mentorship programme in 2021) through provision of individual consultancy services and trainings to enhance the production and trade capacity of the women entrepreneurs on different business topics, such as elaboration of the brand/label/catalog of the products, consultations on Good Manufacturing Practice and Sanitation and Hygiene Requirements (PRP), consultations on production technology / development of new types of products, on promotion of goods through online platforms, taxes and taxation, right drafting of contracts, registration of business activity, etc. As a result of this activity following results achieved:

Information about this activity can be found here:

<https://www.facebook.com/qmc.tj/posts/456319802957867>

<https://www.facebook.com/qmc.tj/posts/401225771800604>

<https://www.linkedin.com/feed/update/urn:li:activity:6888783556491911168>

## 2. *Gender Task Force Group*

In the first half of 2022, the project staff, as members of the Gender Task force group (GTFG) under the State Committee on Investment and State property (SCISP), have been involved and actively participated at several working groups meetings, round tables organized by the SCISP and its GTFG, where the issues of International experience of legislative definition of women's entrepreneurship terminology, the procedure for developing **the Program of Women's Entrepreneurship Development in the Republic of Tajikistan until 2030**, coordination of existing programmes and project aimed at women, youth and PWD entrepreneurship development, and other issues have been discussed, and it was agreed that the draft of the Programme of Women's Entrepreneurship Development should be elaborated till August 2022, and for that the special discussions of this Programme with participation of representativeness of private sector, local NGOs will be conducted in all regions of the country.

In total, during 2022, 281 women entrepreneurs/producers/farmers were involved in all project activities (capacity building trainings, provision of individual consultancy services, provision of technical assistance, mentorship programme etc), 104 new jobs were created for women or 98% from total amount of jobs (106) created by the project in the first half of 2022, 65 women benefitted from Mentorship programme.

**Uzbekistan** (Output 4: Support to an enabling environment for job rich growth in Uzbekistan)

### **Brief summary of 2022 progress:**

During 2022, the project in Uzbekistan continued to provide advisory support to the Ministry for Investments and Foreign Trade (MIFT) and Export Promotion Agency (EPA) in terms of improvement and diversification of state export promotion services based on analysis of international best practice.

The project also extended support to EPA and export-oriented SMEs working in target value chains by organizing B2B missions, by facilitating access to trade/market intelligence information as well as by fostering linkages with the regional value chains.

The project jointly with the project partners identified value chains that will be supported during 2023 i.e. mixtures of nuts and dried fruits, dried vegetables, jams and fruit purees, beans (including mung beans), as well as five businesses in target VCs in three regions of Fergana Valley for implementation.

The project has started implementing its mentorship program on women entrepreneurship in Andijan, Fergana and Namangan regions of Fergana Valley.

### **2022 Progress**

The approved budget of the output for 2022 is \$709,521.80. The expenditures of the output in 2022 amounted to \$370,407.64 (52,2% of the 2022 budget) and the commitments in the amount \$149,923.73 (the amount of the signed but not yet paid out contracts). Thus, the amount of expenses and commitments is \$520,331.37 (73,3%). The detailed breakdown can be found in the financial report.

The lower-than-planned delivery results from the many initiated activities/procurement cases which are still on-going (not finished) or in the process of planning/initiation. The project will make efforts to increase delivery in 1st Q of 2023 by speeding up initiation of all planned activities, including big procurement cases for procurement of technological equipment for the identified 5 pilot projects in target VCs in Fergana Valley.

<b>Output 4: Supporting an enabling environment for job-rich growth in Uzbekistan</b>		
<b>Output indicators</b>	<b>Targets</b>	<b>Progress against targets</b>
1.1.1. # of recommendations on improving policies regulating the private sector provided to the government and integrated in policies, % recommendations include gender lens	Baseline:0 Final: 60 2022 AWP target: 15	Reporting period: 15 Cumulative total: 15 achieved (end of 2022)
1.1.2. # of priority actions supported of the Strategy Actions on Further Development of Uzbekistan for 2017-2020, aimed at liberalization of private sector and trade development	Baseline: 0 Final: 6 2022 AWP target: 1	Reporting period: 2 Cumulative total: 3 achieved (end of 2022)
1.1.3. # of business services optimized in government agencies involved in exports	Baseline: 0 Final: 5 2022 AWP target: 4	Reporting period: 3 Cumulative total: 3 achieved (end of 2022)
1.1.4. # of roadmaps for improving selected value chains in agriculture	Baseline: 0 Final: 6 2022 AWP target: 1	Reporting period: 1 Cumulative total: 1 achieved (end of 2022)
1.2.1 # of new clients identified and served through integrated cooperation among SME export promotion institutions	Baseline: 0 Final: 30 2022 AWP target: 10	Reporting period: 32 Cumulative total: 87 achieved (end of 2022)
1.2.2 # of linkages established between TSIs and international partners	Baseline: 0 Final: 40 2022 AWP target: 10	Reporting period: 9 Cumulative total: 12 achieved (end of 2022)
1.2.3. # of advisory services of TSIs strengthened	Baseline: 0 Final: 22 2022 AWP target: 5	Reporting period: 18 Cumulative total: 19 achieved (end of 2022)
2.1.1.1 Number of products/VCs identified that are green and employment rich	Baseline: 0 Final: 4 2022 AWP target: 3	Reporting period: 3 Cumulative total: 4 achieved (end of 2022)
2.1.1.2 Number of project/VCs that are green and employment rich are supported	Baseline: 0 Final: 4 2022 AWP target: 1	Reporting period: 0 Cumulative total: 0 achieved (end of 2022)
2.1.2.1# of knowledge sharing events on international practices and certification (Global GAP, GHP, HACCP) at selected areas	Baseline: 0 Final: 7 2022 AWP target: 3	Reporting period: 3 Cumulative total: 5 achieved (end of 2022)
2.1.2.2. % increase in productivity, where productivity baselines will be defined during the assessment	Baseline: 0 Final: 15% 2022 AWP target: 15	Reporting period: 0 Cumulative total: 0 achieved (end of 2022)
2.1.2.3. % increase of market penetration (sales) of selected products / clients	Baseline: 0 Final: 15% 2022 AWP target: 15	Reporting period: 30% Cumulative total: 30% achieved (end of 2022)
2.1.2.4. % increase in income of target communities	Baseline: 0 Final: 20 2022 AWP target: 10	Reporting period: 0 Cumulative total: 0 achieved (end of 2022)
2.1.2.5. # of new decent jobs created	Baseline: 0 Final: 150 (75) 2022 AWP target: 50 (25)	Reporting period: 0 Cumulative total: 0 achieved (end of 2022)



2.1.3.1. Number of mentorship programmes for young and female entrepreneurs established and supported	Baseline: 0 Final: 3 2022 AWP target: 1	Reporting period: 1 Cumulative total: 1 achieved (end of 2022)
2.1.3.2. # of young / female headed SMEs supported	Baseline: 0 Final: 80 2022 AWP target: 20	Reporting period: 24 Cumulative total: 49 achieved (end of 2022)

Sub-output 1.1. Enabling policies and regulations for inclusive and trade oriented private sector development

Activity 1.1. Improved private sector related policies

Project provided recommendations to MIFT to improve and diversify trade-related support services for the private sector, as well as working process of the state export promotion organization - EPA in its '**Analysis on Capacity Building Needs of Uzbekistan's Export Promotion Agency**', developed with involvement of the international expert from Germany.

The report found that during the past 5 years, the government of Uzbekistan has taken significant steps to implement reforms and institutional changes to develop its export-promotion structure. However, despite these, internationalization of Uzbek SMEs still remains below potential due to the following:

- SMEs still lack knowledge of export markets and opportunities entailed in certification.
- An insufficiently developed branding strategy and scarce network of export promotion and trade representation limit knowledge of and opportunities for Uzbek products abroad, and reduce connections between SMEs and target markets.
- The impact of export-promotion activities across all levels of government remains insufficiently based on measurable outcomes.

The key recommendations of the report included: a) further development of "know-how" on export markets and certification to improve SMEs' knowledge of foreign markets, b) expanding the export-promotion network abroad and provide a clear value proposition in target markets, c) monitor the work and impact of export institutions via transition towards more outcome based and complex monitoring systems that would inform governments better about strategic choices to further enhance and target export-promotion activities.

The project provided concrete recommendations to MIFT and EPA on development of export (enterprise) strategy and access Middle East countries' markets through its '**Marketing research on assess of export opportunities of Uzbek enterprises in the promotion and supply of manufactured products to the Middle East countries**'. The research focuses on 10 types of products (*honey, spices, pharmaceutical products, nuts and beans, carpets, silk products, meat products, leather goods*), which have a high export potential on the markets of Middle East countries. The recommendations include wider usage of digital marketing tools, development of direct sales to leading trading companies in Middle East, compliance with non-tariff regulations for imports, using Dubai ports and free zones as a center for goods distribution in the region, as well as recommendations given based on cultural and consumer preferences in the region.

The project worked with Hilswerk International to support MIIT with development of the national Geographical Indications (GIs) ecosystem to increase recognition of Uzbekistan as a supplier of high-quality and unique agricultural produce. The project supported with reviewing GI relevant legislation and the identification and branding of traditional origin products. As a result of the activities, GI Association of producers of Khorezm melon (selected as pilot GI value chain in Uzbekistan) was established in 2022.

The project also supported participation of 4 representatives from MIIT, Ministry of Justice, Ministry of agriculture, and Export Promotion Agency at the **Regional Forum 'Increasing the recognition of Central Asia as a supplier of high-quality and unique agricultural products: paving the way for successful**

**Geographical Indications systems**<sup>26</sup>, organized in Almaty during 03-04 October 2022 jointly with 'Hilfswerk International'. The Forum served as a regional platform to discuss the results of the recent initiatives aimed at development and promotion of Geographical Indications (GIs) in the region and potential areas of collaboration to advance GIs in the Central Asian region. The Forum facilitated exchanges on further approaches needed and policy measures through which GIs can contribute to regional development and creation of new trade opportunities for the countries of Central Asia

Activity 1.2. Access of private sector to efficient services supported through:

The project supported Export Promotion Agency with development of **the new web-portal of the EPA** ([www.epauzb.uz](http://www.epauzb.uz)) to support the export promotion work of EPA. The new platform is interactive, knowledge and information rich source on trade development and export promotion for SMEs. The project also supported EPA with development of online services for epauzb.uz platform, including 2 quarterly Exports Digests and Exporters' Database.

Also, the project provided technical assistance to development of the **mobile application of unified exporters portal «Export Portali»**. The portal is aimed to support exporters with access to relevant government trade support services in one mobile application. The app is available free of charge on AppStore and Google Play.

Taking into account the importance of strengthening capacities and knowledge for exporters, especially SMEs, the project jointly with the EPA initiated development of an **'Online School of Export'** platform. In cooperation with the MIFT, 12 topics critical for exporters were identified including:

- 10 steps to organize the export of products
- Development of a marketing profile of the sales market, analysis of markets and competitors.
- Presentation of the company and creation of a commercial offer.
- Export contract and Incoterms.
- How to effectively participate in international exhibitions.
- Customs procedures in export activities
- Logistics in export activities.
- Modern e-commerce tools for export activities
- Instruments of trade finance and assessment of the financial capabilities of the enterprise.
- How to export to the markets of the European Union countries.
- International standards and certification of export products.
- State support for exports in Uzbekistan.

Relevant experts were defined on elaboration of video scenarios of the online courses and procurement procedures are in the progress. Project also initiated development of 12 video learning courses, which will be available free of charge on the platform.

With an aim to increase effectiveness and quality of services of the EPA in the regions of Uzbekistan, the project supported MIIT with opening of the special **regional Center for Export Support in the Fergana Valley** with office location in Fergana city. The regional export support center in the Fergana Valley began its work on October 1, 2022. This is the first regional center of EPA established in the country and will serve to support SMEs located in the regions of the Fergana Valley. During October-December 2022, 32 exporters of the Fergana Valley benefitted from the export support services provided by the Center, including support with finding foreign partners and contract conclusion, and advisory support with connecting to digital platforms.

During 28 November – 02 December 2022, the project organized the study tour to Sweden for 6 representatives of the government counterparts and trade support institutions (MIIT, Export Promotion Agency, State tax committee, National Bank of Foreign Activity in Uzbekistan, Export-import insurance

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<sup>26</sup> <https://ca-wg.net/2022/10/25/forumgoneographicalindication/>

company «UzbekInvest») to learn Sweden's experience in development of efficient trade support instruments and services to SMEs, as well as advanced approaches in export marketing and entering foreign markets.

In the framework of activities related to diversification of export markets, the project is supporting MIFT with development of the Ministry's **UAE representative office web-portal** that will provide wide range of information about export-oriented Uzbek products, their technical specifications as well as opportunities for development of mutually beneficial trade cooperation between Uzbekistan and UAE.

The project also facilitated access of the Export Promotion Agency to **market and trade intelligence information/services of the Euromonitor International** company. Access to the database of Euromonitor has been used to enhance the EPAs and SMEs capacities to foresight markets and navigate for better market access and develop 6 market profiles for specific group of products (which will be disseminated to exporters through the EPA channels).

The project supported the Export Promotion Agency in organizing **2 (two) B2B missions** (to Israel for 20 SMEs on 28-29 June 2022, and to Latvia for 50 SMEs during September 2022) aimed at promoting exports, increasing trade turnover and establishing linkages and cooperation ties between trade support institutions and exporters of the countries.

The project also supported participation of 8 SMEs, including 4 women-led (fresh and processed fruits and vegetables producers from Fergana Valley) at the international exhibition 'Dubai Organic Expo' (UAE) held during 13-15 December 2022. Currently contracts are being finalized and exact amount of signed contract is expected to be available in the 1<sup>st</sup> Quarter of 2023.

Sub-output 2. More efficient and competitive producers and processors contributing to sustainable human development

Activity 2.1.2. Higher productivity and export readiness of target products/VCs through the use of innovative technologies

With regards to work at target VCs, the project jointly with the MIIT, CCI and the regional administrations of Andijan, Fergana and Namangan regions, has finalized identification of pilot business projects aimed at increasing productivity and export potential of target VC actors (farmers and agro-processing enterprises).

**5 pilot business projects in dried fruits and vegetables, mung beans, peanuts as well as jams/fruit purees value chains** were selected for further support in introduction of innovative solutions to improve productivity, resource efficiency, added value and create decent jobs along the green value chains in three regions of Fergana Valley. The technological equipment for the pilot projects is planned for installation in March-April 2023.

The project organized 3 trainings on the international standard Global G.A.P., which were attended by more than 50 (13 women) agricultural firms and farms in Namangan, Andijan and Ferghana regions. The goal was to provide information to the local agricultural firms and farms on requirements and procedures on obtaining Global G.A.P. certificate, as well as benefits and opportunities of this certificate.

The project also organized the study tour to France, Italy, and Turkey during 7-15 November 2022 for representatives of Ministry of Agriculture and cherry producers from Fergana Valley (total of 7 participants). The objective of the study tour was to learn the experience of the countries in alternative cultivation of sweet cherries, to draw up a special agrotechnical algorithm of actions for further implementation in Uzbekistan. As a follow up to the study tour, 3 training workshops were held in Andijan, Namangan and Fergana regions with the participation of specialists from Turkey to share knowledge and experience of innovative methods of cherry production.

Activity 2.1.3 Support for women entrepreneurs

The project finalized the first edition of the Mentorship program on “Entrepreneurship for women and youth in Uzbekistan” in Andijan, Fergana and Namangan regions<sup>27</sup>. The program was implemented by the Businesswomen’s Association of Uzbekistan. Trained mentors supported aspiring women and youth entrepreneurs with setting up and growing their businesses in rural areas through mentoring.

The first stage of the program has been finalized in June 2022 and was attended by 165 participants, of which: women entrepreneurs - 81, women outside of entrepreneurship - 84 (youth), women entrepreneurs who have experience in the export sector – 9.



The second phase of the project kicked off in July 2022 with a series of trainings in which participants were divided into groups to develop collaboration skills between mentors and mentees. Through a series of trainings, mentors were able to learn the theoretical foundations and practical examples on how to conceptualize a business idea, and mentees will be able to build capacity on entrepreneurship, planning, and business development.

In its final phase, mentors and mentees worked jointly to develop business plans aimed at implementation of business ideas that they can present at the end of the program. As a result of the assessment, **7 green niche business projects were identified for further support in 2023** with innovative technological equipment (1) Fergana - Mixes of dried fruits and nuts, 2) Andijan - Mixes of dried fruits and nuts, Peanut processing and peanut butter, Mung beans. 3) Namangan – Mung beans, Peanut processing, and peanut butter. It is expected that 80 (74 for women) new jobs will be created as a result of the Mentorship Programme.

In addition, 7 women entrepreneurs will receive support from local Mentors as part of the Mentorship Program's sustainability support. Currently, in three regions of the Fergana Valley, work is underway to **create a local ‘School of Mentors’**, where 7 women entrepreneurs, as well as new participants of the Mentorship program will enhance knowledge and skills in business and financial management and planning, advisory support from skilled mentors.

With the aim to enhance resilience of the private sector (particularly women entrepreneurs) to the risks associated with climate change by improving access to public, private, and development finances, the project has initiated elaboration of the **feasibility study on establishing a climate and gender focused investment fund (so called ‘Green Lady Fund’)**, which will help empower women in Uzbekistan by providing financing to businesses owned or run by women in selected business areas which are considered to have a significant climate change mitigation or adaptation impact. Procurement procedures have been finalized and the international expert from Japan Ms. Sawa Nakagawa was hired for this activity.

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<sup>27</sup> <https://www.undp.org/uzbekistan/press-releases/role-mentoring-entrepreneurship-new-mentoring-project-girls-and-women-entrepreneurs-was-launched-ferghana-valley>

#### 4. External factors and assumptions

Central Asian economies, in little over two years, have faced multiple shocks (COVID-19 pandemic, crisis in Afghanistan, rise in energy prices, and the war in Ukraine) that have seriously disrupted the region's economic growth and trade.

However, most Central Asian economies appear to be resilient to the geopolitical developments unleashed by Russia's war on Ukraine. The Kyrgyz Republic, Uzbekistan and Tajikistan continue to receive substantial remittances from Russia, national currencies quickly rebounded to pre-war levels after an initial drop, and an influx of skilled workers has boosted demand for services and hospitality. However, as the medium-term effects of the sanctions against Russia, the global cost-of-living crisis, and China's economic slowdown have started to unfold, Central Asia faces lingering uncertainty. Overall, economic growth in Central Asian and Caucasus economies continues to be driven by tailwinds of temporary nature which will not drive sustainable growth in the medium term.

The current situation might therefore provide the opportunity for Central Asia to diversify trading partners, solidify the post-pandemic recovery and pursue its agenda of structural reforms to foster investment and private sector development. Russia's economic decline might accelerate the growth of China's economic presence in the region, but this will entail challenges, in particular in relation to debt sustainability of certain Central Asian countries.

Opening up new trade routes will prove essential for the region's economic diversification, given Central Asia's vulnerability to Russia's international agenda and zero-COVID policies in China that have strongly undermined export opportunities. The search for alternative trading routes has recently gathered momentum, as exemplified by the ratification or ongoing negotiations of preferential trade agreements with Pakistan and the pursuit of new trade routes through Iran, Afghanistan or the so-called Trans-Caspian "Middle-Corridor". However, the capacity of the Middle Corridor is at present only a fraction of that of the northern route via Russia. The Middle Corridor has considerable – as yet unrealized – potential, but it will still involve both longer shipment times and higher costs than the northern route (Eurasianet, 2022). Changing that will require substantial investment to address infrastructure bottlenecks not only in Central Asia and the South Caucasus but also in Türkiye and the Balkans. Even then, this route is longer and it will involve more modal switches, which implies more loading and unloading, as well as more international frontiers, which means more border formalities, documents and tariffs.

Attention has also focused on developing southward routes to India, Pakistan or even – as and when sanctions are relaxed – Iran and Afghanistan, and eastward links to China. Following two decades of discussions, the China-Kyrgyzstan-Uzbekistan railway project was signed during the Shanghai Cooperation Organization (SCO) summit on 14 September 2022 and will be used as an alternative to the Russian route for transit to Europe: once completed, the new line could become part of a shorter route from China to Europe through Kazakhstan, Turkmenistan, Iran and Turkey. In the same vein, the region has been developing trade links with Pakistan: Uzbekistan entered into a preferential trade agreement with its southern neighbor, which Kazakhstan and Kyrgyzstan intend to replicate (The News, 2022). Despite the sanctions imposed on its southern neighbor, Uzbekistan is also looking to develop the Trans-Afghan railway, which would link Tashkent to Pakistani ports of Karachi, Gwadar and Qasim through Mazar-e-Sharif and Kabul in Afghanistan (The Diplomat, 2022).

Overall, growth in Central Asia is projected to remain flat at 3.9 percent in 2023<sup>28</sup>, with activity held back by weak external demand, especially from Russia and China. Although growth in both the Kyrgyz Republic and Tajikistan is expected to exceed previous projections, renewed border tensions between the two countries pose headwinds to the outlook.

## 5. Report on [2018-2022 overall results](#)

### **Regional**

The regional output has so far fully achieved two out of its three targets. One target is partially achieved but will be achieved until end of 2023.

<b>Output 1: Cooperation between trade policy makers and implementers, as well as private sector entities and national export promotion agencies with a focus on promoting job rich green growth has increased on the regional level</b>			
<b>Output indicators</b>	<b>Targets</b>	<b>Progress against targets</b>	<b>Green – fully achieved Yellow – partially achieved (in progress)</b>
1.1 Number of productive capacities studies that focus on environmental sustainability and job-rich growth supported and percentage of recommendations applied	Baseline:0 Final: 4 2022 AWP target: 1	Reporting period: 0 Cumulative total: 3 achieved (end of 2022)	Yellow
1.2 Number of cooperation activities established between participating countries with at least 2 cooperation across activities per year	Baseline: 0 Final: 8 2022 AWP target: 2	Reporting period: 3 Cumulative total: 9 achieved (end of 2022)	Green
1.3 Number commercial or educational linkages between Finland and participating countries supported	Baseline: 0 Final: 3 2022 AWP target: 1	Reporting period: 2 Cumulative total: 6 achieved (end of 2022)	Green

### **Summary of overall results 2018-2022:**

The regional output developed the methodology for identification of ‘future-proof’ and green added value products/value chains on the basis of the work undertaken on analysis of megatrends. The main aim is to include mega trends and ensuring that the productive capacities and value chains are future proofed, as well as environmentally sustainable and employment rich.

Based on the elaborated methodology, the project produced two comprehensive studies on identification of ‘future-proof’ and green value chains and export opportunities for Tajikistan and Kyrgyzstan and developed its [service offer on ‘Building forward-looking productive capacities with focus on higher added value and green value chains’](#).

The project facilitated strengthening capacities and facilitated access of 32 Trade Support Institutions and Business/Trade Support Organizations of Kyrgyzstan, Tajikistan and Uzbekistan, as well as over 6,400 SMEs/target value chain actors to cutting-edge trade and market intelligence and enhanced their capacities to use available big data tools to foresight markets and VCs development to be able to capture new opportunities and diversify production beyond traditional export baskets.

In particular, in 2021 in partnership with ITC, the regional output has developed and launched the **Central Asian Trade Information Portal** (<https://catiportal.org/en>), the first digital platform in Central Asia, representing the #NextGen of online trade intelligence services and functioning as a one-stop-shop for country and product specific trade intelligence including tariffs and duties, import and export procedures, market

<sup>28</sup> Global Economic Prospects, World Bank, January 2023.

requirements and other data for the Central Asian and the European Union region. Access statistics of the portal shows that in 2022, the online platform has over 1,200 active users from Central Asia<sup>29</sup>. Based on this work, the project developed its [service offer on ‘Trade and Market intelligence’](#).

The regional output supported the regional partnership and integration initiatives of Central Asian public and private stakeholders and value chain actors that foster linkages to regional and global value chains. The long-standing partnership established with UNECE, GIZ and Hilfswerk International continued to support regional cooperation initiatives, including the **Central Asian Working Group on Export Promotion of Agricultural Produce (CAWG)**<sup>30,31</sup> (<https://ca-wg.net/>) where Central Asian public and private experts, supported by UNDP and other development partners, worked on quality standards, strategies and networking which supported better cross-border networks in the entire Central Asian region. During 2018-2022, jointly with its partners, the project worked with the CAWG to deliver a series of twelve regional trainings on quality, food safety, pre-export inspection systems and sustainable agriculture to 228 sector’s regulators, producers and exporters. The aim was to help the countries transit to more sustainable production patterns and food supply chains for better quality products, increased incomes and new market access.

The regional level has also worked on **fostering linkages between Finland and Central Asia**, ensuring better use of Finnish expertise, where the knowledge and experience from Finland is to be used as a catalyzer and a source of expertise. This included expertise and skills transfer for 35 experts from businesses and educational institutions in Kyrgyzstan on Finnish food safety and Quality management system with the University of Eastern Finland<sup>32</sup>, as well as several B2B matching events in Uzbekistan and Kyrgyzstan, as well as the study tour to Finland on learning Finnish expertise and experience on development of sustainable tourism for Kyrgyz entrepreneurs. To connect SMEs to EU market and partners and help expand trade the project facilitated the dedicated B2B mission of large European retailers to all three AfT countries (in total 32 export-oriented production SMEs), which resulted in signing export contracts in the amount of \$12 million<sup>33</sup>.

### **Overall results 2018-2022**

In 2018 and 2019, the regional output jointly with the country teams has worked to implement the **Research on analysis of green, future-proof and employment-rich VCs and export opportunities**, which underlies all activities of the project across the value chains under phase IV. The target niche products/VCs were identified after a lengthy process of developing the model for calculations jointly with Euromonitor International. Much research around indicators was necessary in order to ensure that issues around competitiveness, employment generation and environmental sustainability could be included.

In 2020, on the regional level project supported UNDP at the global level to develop its [guidance note for the COVID-19 response for SMEs and the private sector](#), and the [paper for the Europe and Central Asia region Covid-19 productive capacities response](#). Both papers integrate the long-standing experience the Aid for Trade project has made across the years. Interest in trade intelligence, and the project’s work around the megatrends i.e. trying to predict where markets are shifting is increasing and the project developed a [short guidance note on megatrends and trade intelligence](#) to explain the approach.

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<sup>29</sup> Evidence source: ITC data on CATI users for 2022

<sup>30</sup> [How to create lasting change and impact: Empowering SMEs and women boosts economies | United Nations Development Programme \(undp.org\)](#)

<sup>31</sup> <https://ca-wg.net/2022/08/24/cawgbecomesustainablestructure/>

<sup>32</sup> Evidence Source: University of Eastern Finland (UEF) report, Roseanna Avento and Atte von Wright, 2019

<sup>33</sup> Source: Mariam Matti (2020), Post-B2B meeting report for AFT Project in Central Asia

In February 2020 to support connecting SMEs to EU markets and expand trade the project organized the mission of EU wholesale buyers to Kyrgyzstan, Tajikistan and Uzbekistan for B2B meetings and contract negotiations with total of 32 export-oriented SMEs of three countries, which resulted in signing export contracts in the amount of \$12 million<sup>34</sup>.

The project also facilitated increasing and establishing 4 linkages between Finland and Central Asia, including:

- ‘Kyrgyzstan-Finland Tourism Road Show’, which entailed 5-day familiarization tour for the Finnish delegation (13-17 May 2021) as well as B2B meetings between Finnish and 20 Kyrgyz travel agencies (18 May). The Finnish delegation consisted of 3 Finnish tour operators, 1 representative of the Finnish travel media<sup>35</sup>
- the 5-day study tour to Finland to enhance knowledge and capacities of 9 representatives of tourism sector actors-project beneficiaries and national counterparts in Kyrgyzstan on development of sustainable tourism (23-27 January 2022)<sup>36</sup>
- B2B mission of the delegation of the Finnish business to Uzbekistan during 01-03 November 2022<sup>37</sup> to explore business opportunities and establish contacts. The Finnish delegation consisted of a total of 19 companies and 32 participants<sup>38</sup>
- Finnish expertise and skills transfer to businesses and educational institutions in Kyrgyzstan on application of food safety and quality management systems. In particular, the project has worked with the University of Eastern Finland (UEF) to compile the “Guide to Finnish Food Safety and Quality Management”<sup>39</sup> and disseminated it among the educational institutions and value chain actors in Kyrgyzstan, Tajikistan and Uzbekistan to enhance their knowledge and strengthen capacities on international quality and food safety standards. The guide is an overview of the Finnish food safety and quality management system “From farm to fork”.

Also, within the framework of collaboration with UEF there has been produced and promoted the video<sup>40</sup>, which shares Finnish practices on food safety and quality management. It tells the story of how stakeholders in any given food value chain work together openly and transparently to ensure good quality and safe food for all.

In 2021, at the regional level, the project in partnership with ITC completed the works on development of the **Central Asian Trade Intelligence Portal (CATI)** (<https://catiportal.org/>) and officially launched the portal (on 25 February 2021).<sup>41</sup> The portal provides access of Central Asian Trade Support Institutions as well as government partners and SMEs to cutting-edge trade and market intelligence. It is the first digital platform in Central Asia, representing the #NextGen of online trade intelligence services and functions as a one-stop-shop for country and product specific trade intelligence including tariffs and duties, import and export procedures, market requirements and other data for the Central Asian and the European Union region. All economic actors

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<sup>34</sup> Source: Mariam Matti (2020), Post-B2B meeting report for AFT Project in Central Asia

<sup>35</sup> [Kyrgyzstan-Finland Tourism Roadshow – a window to Europe | United Nations Development Programme \(undp.org\)](https://www.undp.org/kyrgyzstan/press-releases/kyrgyz-tourism-sector-representatives-studied-sustainable-tourism-finland)

<sup>36</sup> <https://www.undp.org/kyrgyzstan/press-releases/kyrgyz-tourism-sector-representatives-studied-sustainable-tourism-finland>

<sup>37</sup> <https://finnpartnership.fi/en/news/all-eyes-on-central-asia-and-uzbekistan/>

<sup>38</sup> <https://youtu.be/oFuWMmmODDE>

<sup>39</sup> <https://erepo.uef.fi/handle/123456789/8345>

<sup>40</sup> <https://www.youtube.com/watch?v=88tvUKpMDSA&feature=youtu.be>

<sup>41</sup> <https://www.eurasia.undp.org/content/rbec/en/home/presscenter/pressreleases/2021/undp-and-itc-launch-trade-intelligence-portal.html>



are able benefit from up-to-date and free online information, which is particularly critical in light of the post-COVID-19 recovery and the need to respond to changes. Access to cutting-edge trade and market intelligence allows companies to benefit from export opportunities, build strong economies, create jobs and remain ahead of the curve. Access statistics of the portal shows that in 2022, the online platform has over 1,200 active users from Central Asia.

The project at the regional level continued to support work of **the Central Asian Working Group on Export Promotion of Agricultural Produce from Central Asia (CAWG)**<sup>4243</sup> - the regional platform for collaboration in promoting international quality/commercial/food safety standards (UNECE, GLOBAL G.A.P, HACCP, ISO 22000), and sustainable agricultural practices in Central Asia. Overall, 228 regulators, producers and exporters of the region benefitted from the CAWG activities through increased cooperation and capacity-building in the fields of quality, food safety, pre-export inspection systems, Geographical Indications and sustainable agriculture.

In particular, the project, jointly with UNECE, GIZ and Hilfswerk International supported:

- the 4<sup>th</sup> regional meeting of CAWG<sup>44</sup>, held in Tashkent (25-26 September 2019) and the regional meeting of National Technical Groups (substructures of CAWG) on promotion of quality/food safety standards of agricultural produce in CA. The work on the regional quality standards is a continuation of previous years and fits with the work undertaken with UNECE. Regional standards for dried apricots were developed and adopted in 2018. New standards for melons were developed in 2019. This will support producers in increasing the competitiveness of products from the region in international markets.
- the 5<sup>th</sup> regional meeting of CAWG<sup>45</sup>, held in Almaty (21-22 June 2021) as well as the regional meeting of the National Technical Groups, held in Tashkent, Uzbekistan (15-16 November 2021). The main focus of discussions was introduction of amendments to current UNECE's Quality Standards taking into account priority export products exported from the region, drafting explanatory materials on fresh and dried agricultural products, discussing the strategies and plans for joint activities to implement food safety standards (incl. Global GAP) as well as UNECE Standards among processors and exporters of the region, to foster linkages of VC actors to regional and global value chains.
- the 6<sup>th</sup> regional meeting of the CAWG, held in Tashkent (18-19 April 2022)<sup>46</sup>. The focus of discussions was coordination of plans and development of coordinated position on promoting commercial quality standards, food safety, increasing competitiveness of the region and the promotion of exports through Geographical Indications. CAWG members summed up the results of the work completed during 2021 and discussed the following priority issues: development and promotion of the new UNECE Standards regarding the marketing and commercial quality control of several export products including sweet apricot kernels, dried persimmon, raw and roasted inshell peanuts.

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<sup>42</sup> [How to create lasting change and impact: Empowering SMEs and women boosts economies | United Nations Development Programme \(undp.org\)](#)

<sup>43</sup> <https://ca-wg.net/2022/08/24/cawgbecomesustainablestructure/>

<sup>44</sup> [https://hilfswerk.tj/wp-content/uploads/2020/02/CANDY4\\_EN\\_report\\_4th-CAWG-meeting.pdf](https://hilfswerk.tj/wp-content/uploads/2020/02/CANDY4_EN_report_4th-CAWG-meeting.pdf)

<sup>45</sup> [https://eeas.europa.eu/delegations/tajikistan/101003/fifth-meeting-central-asian-working-group-export-promotion-agricultural-produce-central-asia\\_en](https://eeas.europa.eu/delegations/tajikistan/101003/fifth-meeting-central-asian-working-group-export-promotion-agricultural-produce-central-asia_en)

<sup>46</sup> [https://www.eeas.europa.eu/delegations/tajikistan/eu-regional-project-supports-export-promotion-agricultural-produce-central\\_en?s=228](https://www.eeas.europa.eu/delegations/tajikistan/eu-regional-project-supports-export-promotion-agricultural-produce-central_en?s=228)

- the 7-day study tour to Austria (20-26 June 2022)<sup>47</sup> for 24 representatives of the national ministries of trade, agriculture as well as associations of exports and food-processing of Kyrgyzstan, Tajikistan and Uzbekistan to learn Austrian experience and best practice in development of agricultural clusters and commercialization of the produce using Geographical Indications and other export marketing tools.
- Regional Forum ‘Increasing the recognition of Central Asia as a supplier of high-quality and unique agricultural products: paving the way for successful Geographical Indications systems’<sup>48</sup>, held in Almaty (Kazakhstan) during 03-04 October 2022. The Forum served as a regional platform for 55 sector regulators, producers and exporters to discuss creation of enabling conditions and legal framework for development and promotion of Geographical Indications (GIs) in the region and potential areas of collaboration to advance GIs in the Central Asian region. The Forum also facilitated exchanges on further approaches needed and policy measures through which GIs can contribute to regional development and creation of new trade opportunities for the countries of Central Asia.

The project in collaboration with UNECE, GIZ and Hilfswerk International co-organized four regional trainings on **agricultural quality and sustainable value chains** for over 200 target value chain actors (farmers, MSME producers, exporters) and public sector staff of Kyrgyzstan, Tajikistan and Uzbekistan, including:

- the regional training on “Commercial quality standards and quality systems of fresh fruit and vegetable products” (26-30 July 2021) in Tashkent, Uzbekistan<sup>49</sup>
- the regional training on ‘Sustainable walnut quality’<sup>50</sup> (online, 7-8 September 2021) to improve knowledge and capacities of VC actors on implementation of international quality standards and facilitate cross-border trade
- the regional training on ‘Development of effective agro-cluster systems based on international best practice’ (held in Tashkent and Almaty, 18-21 October 2021) to promote efficient linkages within the value chains, innovative collaboration between value chain actors in production and marketing
- the regional training on ‘Quality management systems and development of pre-export inspection services on the basis of quality standards for dried fruits and vegetables’ (Tashkent, 08-12 November 2021).

The project also organized two regional **export promotion trainings** for 36 experts of Trade Support Institutions of Kyrgyzstan, Tajikistan and Uzbekistan as well as representatives of export-oriented SMEs of the region including:

- the 2-day training program on learning advanced trade promotion and export development practices/tools at the ‘Russian Export Center’<sup>51</sup> (Moscow, 5-6 August 2021) for 12 representatives of Trade Support Institutions of Kyrgyzstan, Tajikistan and Uzbekistan
- the three-day workshop on ‘Global Export Strategy’<sup>52</sup> (Almaty, 20-22 September 2021). During the training 24 representatives of ministries and state agencies, associations and exporting companies

<sup>47</sup> <https://www.undp.org/uzbekistan/press-releases/study-tour-european-union-dedicated-geographical-indications-and-agro-clusters>

<sup>48</sup> <https://ca-wg.net/2022/10/25/forumgoneographicalindication/>

<sup>49</sup> [https://hilfswerk.tj/wp-content/uploads/2021/08/Candy5\\_EN\\_PressRelease\\_30-07-2021.pdf](https://hilfswerk.tj/wp-content/uploads/2021/08/Candy5_EN_PressRelease_30-07-2021.pdf)

<sup>50</sup> <https://www.uz.undp.org/content/uzbekistan/en/home/presscenter/pressreleases/2021/09/improving-walnut-value-chain-for-better-quality-products--increa.html>

<sup>51</sup> <https://www.kg.undp.org/content/kyrgyzstan/en/home/presscenter/pressreleases/2021/07/traning-for-export.html>

from four Central Asian countries were able to develop an export strategy of the company for the next three years and a simulation was carried out in order to assess effectiveness the company's competitiveness when entering the markets of EU, North America and the Middle East.

To strengthen cooperation between women entrepreneurs of Uzbekistan and Kyrgyzstan aimed at promoting entrepreneurship and women's economic empowerment, the project jointly with USAID supported organizing the **Business Forum "Dialogue of women entrepreneurs of Kyrgyzstan-Uzbekistan"** (21-22 September 2021) which was attended by more than 80 businesswomen of the two countries. The event was carried out in execution of the "Roadmap for Cooperation of Women-Entrepreneurs of Central Asia in the Field of Sustainable Development", adopted on 15 June 2021 in Tashkent following the results of the International Forum "Economic empowerment of women for sustainable development in Central Asia and Afghanistan" within the framework of Central Asia Women Leaders Caucus. As a result of business meetings during the forum, 15 business deals between women-led enterprises of Uzbekistan and Kyrgyzstan worth over \$13 million were made<sup>53</sup>.

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<sup>52</sup> <https://www.uz.undp.org/content/uzbekistan/en/home/presscenter/pressreleases/2021/09/small-businesses-in-central-asia-explore-new-tools-for-export-de.html>

<sup>53</sup> <https://www.uz.undp.org/content/uzbekistan/en/home/presscenter/pressreleases/2021/09/strengthening-cooperation-between-women-entrepreneurs-of-uzbekis.html>



**Kyrgyzstan** (Output 2: Support to an enabling environment for job rich growth in Kyrgyzstan)

Kyrgyzstan output duration was 01 July 2018 – 30 September 2022. The output finalized all its activities as of 30 September 2022.

The project has fully achieved 20 out of its 22 targets. Two targets were partially achieved. The below table shows all targets (both fully achieved and partially achieved).

<b>Output 2: Supporting an enabling environment for job-rich growth in Kyrgyzstan</b>			
<b>Output indicators</b>	<b>Targets</b>	<b>Progress against targets</b>	<b>Green – fully achieved Yellow – partially achieved</b>
1.1.1 # of companies supported and specifically those led by women by the state agency for investment and export promotion through account-managed approach for export promotion and development	Baseline:0 Final: 20 (6) 2022 AWP target: 3 (1)	Reporting period: 28 (4) Cumulative total: 505 (161) achieved (end of 2022)	
1.1.2 Volume increase in USD of export contracts supported by the state agency for export promotion	Baseline: 0 Final: \$5 million 2022 AWP target: \$0.5 million	Reporting period: \$5.51 million Cumulative total: \$26.7 million achieved (end of 2022)	
1.1.3 # of B2B matches supported for project clients	Baseline: 2 Final: 12 2022 AWP target: 2	Reporting period: 5 Cumulative total: 23 achieved (end of 2022)	

1.1.4 Increase in volumes of export after B2B matches supported for project clients	Baseline: 0 Final: \$1.7 million 2022 AWP target: \$1 million	Reporting period: \$2.3 million Cumulative total: \$17.26 million achieved (end of 2022)	
1.1.5 # of export caravans undertaken for all regions of Kyrgyzstan involving the government, private, civil society (including women's movements), public sectors as well as the donor community	Baseline: 1 Final: 4 2022 AWP target: 0	Reporting period: 0 Cumulative total: 3 achieved (end of 2022)	
1.1.6 # of developed and improved new service products of TSIs	Baseline: 0 Final: 25 2022 AWP target: 0	Reporting period: 4 Cumulative total: 38 achieved (end of 2022)	
1.1.7 # of clients (female) benefited from new / improved service products provided by TSIs	Baseline: 0 Final: 400 2022 AWP target: 80	Reporting period: 20577 (5995) Cumulative total: 71982 (23805) achieved (end of 2022)	
1.2.1 # informational guides on niche products and/or products with the highest value addition detailing the latest technological information, including cost calculation, materials used, financial products and market opportunities	Baseline: 0 Final: 5 2022 AWP target: 0	Reporting period: 0 Cumulative total: 5 achieved (end of 2022)	
1.2.2 # of targeted government finance products (loans) for sustainable technologies and new green economic sectors reaching at least 40% of target population, disaggregated by sex where possible	Baseline: 0 Final: 3 2022 AWP target: 0	Reporting period: 3 Cumulative total: 5 achieved (end of 2022)	
1.2.3 # of linkages for new green technologies connecting the private sector in Kyrgyzstan with market leaders, potentially Finnish	Baseline: 0 Final: 8 2022 AWP target: 0	Reporting period: 3 Cumulative total: 8 achieved (end of 2022)	
2.1.1 # of products/VCs identified that are green and employment rich	Baseline: 0 Final: 3 2022 AWP target: 0	Reporting period: 0 Cumulative total: 3 achieved (end of 2022)	
2.1.2.1. % increase in productivity, in identified products/VCs through piloting, where productivity baselines will be defined during the assessment	Baseline: 0 Final: 20 2022 AWP target: 20	Reporting period: 16 Cumulative total: 16 achieved (end of 2022)	
2.1.2.2. % increase of market penetration of selected products	Baseline: 0 Final: 20 2021 AWP target: 20	Reporting period: 98 Cumulative total: 98 achieved (end of 2022)	
2.1.2.3. % increase in income of target communities, disaggregated by sex, where possible	Baseline: 0 Final: 30 2022 AWP target: 30	Reporting period: 30 Cumulative total: 30 (end of 2022)	
2.1.2.4. # of new decent jobs created (incl. 50% for women)	Baseline: 0 Final: 200 2022 AWP target: 50	Reporting period: 50 (31) Cumulative total: 433 (262) achieved (end of 2022)	
2.1.2.5. At least 30% of activity clients are female	Baseline: 0 Final: 40 2022 AWP target: 40	Reporting period: 40 Cumulative total: 40 achieved (end of 2022)	
2.1.3.1. # of women entrepreneurs reached in caravan promoting strong positive role models in Kyrgyzstan	Baseline: 0 Final: 2 2022 AWP target: 0	Reporting period: 0 Cumulative total: 501 achieved (end of 2022)	
2.1.3.2. # of mentorship programmes for female/youth entrepreneurs established and supported	Baseline: 0 Final: 3 2022 AWP target: 1	Reporting period: 1 Cumulative total: 3 achieved (end of 2022)	
2.1.3.3. # of female/youth benefitting from established programmes	Baseline: 0 Final: 30 2022 AWP target: 0	Reporting period: 0 Cumulative total: 177 achieved (end of 2022)	

2.1.3.4. % of trade support work completed within the project with a gender lens	Baseline: 0 Final: 100 2022 AWP target: 100	Reporting period: 100 Cumulative total: 100 achieved (end of 2022)	
2.1.4.1. # of farmers and SMEs benefiting from service provisions in rural areas; disaggregated by sex, where possible (no less than 30%)	Baseline: 0 Final: 600 2022 AWP target: 150	Reporting period: 506 (141) Cumulative total: 1767 (556) achieved (end of 2022)	
2.1.4.2. % of productivity increase of farmers and SMEs in rural areas after receiving services;	Baseline: 0 Final: 10 2022 AWP target: 10	Reporting period: 16 Cumulative total: 16 achieved (end of 2022)	

### **Summary of overall results for 2018-2022:**

During 2018-2022 the project in Kyrgyzstan supported strengthening productive capacities of the private sector in three employment-rich and green value chains (adventure tourism, natural honey, dried fruits, berries, dried vegetables and nuts) in the rural areas of Kyrgyzstan.

The work on strengthening value chains has led to an increase in decent jobs focusing on productive employment (in total 433 new decent jobs were created (out of which 262 went for women). The implementation of the Women Mentorship programmes contributed to creation of 66 new jobs for women in rural areas, also 26 jobs were created as a result of support on introduction of corporate governance systems at MSMEs.

Along with the new jobs creation, support provided to value chain actors (farming enterprises, agro and food-processing SMEs, tourism sector actors) has led to an increase in productivity (on average by 16%), income (on average by 30%), and export volumes (on average by 98%) of target VCs with the potential to replicate and scale-up the innovative and sustainable solutions that were implemented. The project also supported \$32,29 million in export deals signed by value chain actors supported by the project.

The project supported a total of 3,768 (2,423 women-led) SMEs, including 507 in target value chains, 272 (62 women) with the participation in trade fairs/exhibitions and B2Bs, 679 (150 women) in export caravan campaigns, 1,766 in women entrepreneurship development activities (mentorship programs, women entrepreneurship caravans, and the affordable and inclusive finance program), 534 in capacity-building trainings, and 10 SMEs with corporate governance development programme. Also, as a result of the targeted Women Entrepreneurs Mentorship programs aimed at development of capabilities of women entrepreneurs and traders, 202 women were empowered, and 5 rural women entrepreneurs launched new businesses and created 66 new jobs (all for women)<sup>54</sup>.

At the macro level, the project supported the Government of the Kyrgyz Republic in transitioning to the EU's Registered Exporter system (REX) within GSP/GSP+ preferential trade agreement, signed between EU and the Kyrgyz Republic in 2016<sup>55</sup>. The REX system allows self-certification of origin of goods by Kyrgyz economic operators thereby reducing transaction costs when exporting to the EU. The project also supported the Government with launching 'a factoring' - the new export finance product to help SME exporters to expand their production and exports. The project also supported development of the draft of new National Export Development Programme for 2023-2026 ('Made in Kyrgyzstan') outlining priorities and activities aimed at enhancing the export potential of the country through export promotion support for SMEs, widening access to finance, better trade facilitation, and advancing quality infrastructure.

<sup>54</sup> Evidence source: Cumulative, IP reports, compilation of previous progress reports, staff calculations

<sup>55</sup> <https://www.undp.org/kyrgyzstan/press-releases/supporting-local-exporters-transition-rex-system>

At the meso level the project supported capacity-building and expanded services provision of 6 Business Support Organizations (BSOs) and Trade Support Institutions (TSIs) in Kyrgyzstan, especially targeting increased access to finance, as well as access to markets, information, consulting and outreach. The project supported National Investments Agency (formerly Investment Promotion and Protection Agency (IPPA)), with improving and expanding export support services provision by Export Portal ([www.export.gov.kg](http://www.export.gov.kg)). Access statistics of the portal shows that during 2018-2022, the online platform was visited by 71,982 users. Overall, 22 B2B matching activities (trade fairs, road shows, B2B meetings) were supported, resulting in export contracts worth \$29 million.<sup>56</sup> The project also supported the ‘Guarantee Fund’ with development of corporate governance structure frameworks, which has allowed to introduce corporate governance systems in 10 SMEs, which enabled them to access loans in the amount of \$3.2 million.<sup>57</sup>

### **Overall results 2018-2022**

**At the macro level**, the project focused on supporting the government in creating enabling environment for trade-oriented business development.

In 2019 the project supported the Government of the Kyrgyz Republic in transitioning to the EU’s Registered Exporter system (REX) within GSP/GSP+ preferential trade agreement, signed between EU and the Kyrgyz Republic in 2016<sup>58</sup>. Support was provided with respect to establishing the national legal framework for the transitioning, capacity development of the staff of National Investments Agency (NIA) and 98 SMEs (currently exporting or interested in exporting to the EU markets) on registration of exporters in the system and verification process. The REX system allows self-certification of origin of goods by Kyrgyz economic operators thereby reducing transaction costs of businesses when exporting to the EU.

In 2020-2021 the project supported the Government with launching ‘a factoring’ - the new export finance product to help SME exporters to expand their production and exports. Launched at the state bank “RSK”, factoring is to help exporters improve their short-term cash needs by selling their receivables in return for injection of cash from the factoring company (RSK bank).

In 2022, the project provided support to the Ministry of Economy and Commerce with development of the draft [National Export Development Programme 2023-2026 \(‘Made in Kyrgyzstan’\)](#), which sets out priorities of the government for the next 4-year period aimed to creating enabling environment for private sector driven export development, including in the areas of export promotion, trade facilitation, access to finance and improving quality infrastructure. The Project provided technical support with respect to the elaboration of two sections of the document: Quality Infrastructure and Access to Finance.

**At the meso level**, the project focused on facilitating better access of MSMEs to markets, finance, information, consulting and outreach through strengthening capacities of Trade Support Institutions (TSIs) of Kyrgyzstan, including National Investments Agency, Chamber of Commerce and Industry, Department of Tourism and the Guarantee Fund and developing better services to the private sector.

The project supported National Investments Agency, responsible for export promotion (formerly Investment Promotion and Protection Agency (IPPA)), with **strengthening knowledge and skills on advanced export promotion and trade intelligence tools**, as well as **expanding online export support services to the private sector through Export Portal** ([www.export.gov.kg](http://www.export.gov.kg)), in particular:

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<sup>56</sup> Evidence source: Report of the National Investment Agency 2022.

<sup>57</sup> Evidence source: Report of Guarantee Fund 2022.

<sup>58</sup> <https://www.undp.org/kyrgyzstan/press-releases/supporting-local-exporters-transition-rex-system>

- The project in close partnership with GIZ and IPD (Import Promotion Desk of Germany) supported NIA with development and launching of 9 online services for MSMEs at the export.gov.kg platform, including Export Readiness Checker, Trade Fair Readiness checker, Market Briefs (opportunities), Market Profiles, Exporters' Directory, Kyrgyz producers' Directory, Online service providers' catalogue, Online guide on REX system, Online Export school for MSMEs.
- The project supported NIA to compile 9 videos on export market opportunities, 4 sector profiles, 11 export market profiles, 2 analytical materials/guides ('E-commerce as a tool to support trade', 'How to respond to COVID-19').
- The project supported strengthening skills of 16 specialists of NIA on export promotion and use of big data for trade intelligence: 5 training sessions on export development policy, best practices on export promotion organizations, trade intelligence tools, and exhibitions and trade fairs as effective tools of export promotion.

As a result of the project's support to expanding online export support services to the private sector through Export Portal, the NIA was able expand its client base (the number of the active web site's users grew from 706 in 2018 to 18,368 in 2022) helping them to develop their export capacity and connecting them with potential buyers from abroad.

The project **facilitated access of NIA and MSMEs to advanced market and trade intelligence information/services** through Central Asian Trade Information Portal (CATI) [www.catiportal.org](http://www.catiportal.org), that was developed and launched by the project in February 2021, as well Passport database of the Euromonitor International. Access to CATI portal and the Passport database was used to enhance the NIAs and over 2,700 SMEs capacities to use available big data on trade intelligence to foresight markets and navigate for better market access and develop specific market profiles for specific group of products.

The project also supported NIA with conducting yearly **Export Caravan campaigns**<sup>59</sup>, which serves as a platform for dialogue between different actors with the export sector, such as exporters, producers, processors, service providers, state bodies, business associations, and etc. It brings together expert teams from different public institutions (ministries, agencies and trade support organizations) to ensure that even within the regions, businesses have access to best advice.

- In total, during 2018-2022, 679 MSMEs (including 150 women-owned) from 7 regions of the country benefited from dedicated workshops organized during Export Caravans on 1) ITC's trade analysis tools (Trade Map, Market Access Map); 2) international voluntary sustainability standards (VSS) and green/sustainable labels in export markets; 3) access to finance, EU's REX system for registration of exporters and GSP+, new opportunities for agricultural exports, export preferences 4) e-commerce, on-line export tools, and business planning<sup>60</sup>.

The project supported the Centre for Business Education under the Chamber of Commerce and Industry (CBE CCI) to upgrade its website ([training.cci.kg](http://training.cci.kg)) and digitalize their business education and training services. With the support of the project 10 training courses<sup>61</sup> (online and offline) have been conducted for 151 (105 women) MSMEs representatives.

<sup>59</sup> <https://export.gov.kg/ru/for-exporters/export-caravan>

<sup>60</sup> [Export Caravan 2021 to be organized in Kyrgyzstan for local entrepreneurs \(kabar.kg\)](http://kabar.kg)

[Минэкономкоммерции совместно с ПРООН успешно завершили кампанию для предпринимателей «Караван Экспорта-2021» \(mineconom.gov.kg\)](http://mineconom.gov.kg)

<sup>61</sup> <https://www.facebook.com/trainingccikg/photos/pcb.3724414247657769/3724413954324465/>



The project also supported the private sector companies with access to finance. In cooperation with the Guarantee Fund (GF) the project supported introduction of corporate governance systems for MSMEs-clients of the GF, which allowed them to access finance. Through consultations, training, development of corporate documents, corporate governance system was introduced in 10 SMEs. The support in introducing the corporate governance system led to the following results:

- Walkers KG LLC was able to further enhance production, which resulted in **creating additional 26 permanent jobs**
- 7 companies were able to access loans for the total amount of \$3.2 million, which was used for expanding production and/or new production equipment.
- 2 companies started exporting: (1) Print Express exported its services to Uzbekistan and Kazakhstan for the total amount of \$244,000; and (2) Khan Burgo exported beans to Turkey, Russia, Macedonia, Bosnia and Herzegovina, and Serbia for the total amount of \$1.126 million.

The project also provided dedicated support to the Department of Tourism under the Ministry of Culture, Information and Tourism with **market access activities on tourism**, by organizing tourism ‘road shows’ aimed to conduct business matching activities in tourism services. In total, 8 road shows (1 in Kyrgyzstan with the Finnish tour operators, and 7 abroad in UAE, Oman, Bahrain, Kuwait, Republic of Korea, India and the UK) were supported by the project, benefitting 23 travel agencies/tourism operators of Kyrgyzstan. Over 85 contracts for the amount of \$2.1 million. were signed as a result of B2B meetings.

With respect to diversifying and connecting to export markets, **in total 23 B2B matching activities** (trade fairs, roadshows, and B2B meetings) were supported by the Project. This type of support was particularly critical in the aftermath of the COVID-19 pandemic and its lasting ramifications for exporting MSMEs in Kyrgyzstan. As a result, these efforts contributed to increased export volumes, accessing new export markets and facilitation of new business connections for 272 Kyrgyz exporters. As a result of these efforts, **export contracts were signed for the total amount of \$29 million**. Apart from traditional export markets, such as Russia and Kazakhstan, new markets were reached, including Korea, UAE, Saudia Arabia, Kuwait, Qatar, India, Finland and Latvia.

**On the micro level**, the project supported strengthening productive capacities of the private sector (a total of 507 MSMEs) in three employment-rich and green value chains (adventure tourism, natural honey, as well as dried fruits, berries, dried vegetables and nuts) in the target regions of Naryn, Osh, Djalal-Abad and Issyk-Kul regions of Kyrgyzstan.

Overall, 433 new decent jobs were created (out of which 262 went for women) at target value chains. Along with the new jobs creation, support provided to value chain actors (farming enterprises, agro and food-processing SMEs, tourism sector actors) has led to an increase in productivity (on average by 16%), income (on average by 30%), and export volumes (on average by 98%) of target VCs with the potential to replicate and scale-up the innovative and sustainable solutions that were implemented. The project also supported \$32,29 million in export deals signed by value chain actors supported by the project.

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<https://www.facebook.com/trainingccikg/photos/pcb.3782362045196322/3782338178532042/>

<https://www.facebook.com/trainingccikg/videos/3841697469262779>

<https://www.facebook.com/events/881359915780505/?ref=newsfeed>

In dried fruits, berries, dried vegetables, and nuts value chain<sup>62</sup>, the project worked in 3 regions (Osh, Djalal-Abad and Issyk-Kul) and supported:

- Capacity-building of 11 farmer groups (139 farmers) on sustainable agricultural practices (Global G.A.P.), innovative agricultural technologies, quality management and financial planning; 11 agro-processing SMEs (83 specialists) on financial and business planning, marketing and international food safety standards (HACCP, ISO 22000, Global G.A.P.) and green production technologies
- Practical introduction of international Global GAP standard (sustainable agri-practices) at 3 farms: ‘Uluk Agro’, ‘Ak-Dobo’ and ‘Jergetal – Akmatbek’ (the first certified in Kyrgyzstan), practical introduction of international ISO 22000 food safety standard at 2 agro-processing companies (Orjemil LLC and Advantex LLC).
- Grant support for 4 farmer groups (total of 47 farmers) and 5 agro-processing companies with innovative and ‘green’ technological equipment to improve productive processes/infrastructures in line with global standards and best practices. In addition to increase of productivity, resource efficiency and quality of produce at supported SMEs, the support resulted in launch of production of 2 new high value-added products (prunes in chocolate, and eco-marmalade).

As a result of the project work, 112 new permanent jobs (out of which 92 for women) have been created in this value chain. Some of the beneficiaries’ first-hand stories can be found here: [Support for entrepreneurs in the regions for dried fruit and vegetables. Aid for Trade. - YouTube](#)

In adventure tourism value chain<sup>63</sup>, the project worked in 4 regions (Naryn, Osh, Djalal-Abad and Issyk-Kul) and supported:

- Capacity-building of 40 tourism sector actors through 17 training sessions (on the topics of development of tourism in rural areas, online platforms in tourism (booking.com), hospitality/tourism development, field kitchen and first medical aid), as well as the study tour for 7 project beneficiaries to Finland on sustainable tourism<sup>64</sup>. In total, through capacity building activities 281 people (167 women) improved their theoretical and practical skills on the mentioned topics and applied the obtained knowledge in their businesses. 12 project beneficiaries were able to register their business on booking.com. In addition, the trainings helped them improve the safety and quality of their services (for example, diversifying their menus to cater to various needs and tastes), as well as their business and marketing skills.
- Promotional activities and creation of new tour products: With a view to promoting winter adventure tourism, familiarization tours and expeditions were organized for foreign travel bloggers/influencers (France)<sup>65</sup>, prominent photographers (Belgium and USA), foreign tour operators (Finland). As a result, 9 new tour products (new routes<sup>66</sup>, destinations and activities) have been developed/tested and are now offered to tourists. They include both summer and winter active/adventure tours (horse riding tours, hiking tours, birdwatching tours, eagle hunting tours, photo-hunting tours) and cultural tours (traditional dinners and ethno- fashion shows, gastronomic tours, handicraft tours, master classes on national games,

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<sup>62</sup> <https://www.undp.org/kyrgyzstan/stories/economic-empowerment-regions-aid-trade-project>

<sup>63</sup> <https://www.undp.org/kyrgyzstan/press-releases/tourism-industry-has-developed-recommendations-its-further-development>

<sup>64</sup> <https://www.undp.org/kyrgyzstan/press-releases/kyrgyz-tourism-sector-representatives-studied-sustainable-tourism-finland>

<sup>65</sup> <https://www.undp.org/kyrgyzstan/news/adventure-tourism-kyrgyzstan-%E2%80%93-through-eyes-foreigners>

<sup>66</sup> <https://www.undp.org/kyrgyzstan/news/journey-fairy-tale-tour-unexplored-kyrgyzstan>

traditions and cuisine). The project also supported development of [the promotional video](#) for adventure tourism.

- Establishment of e-learning platform/app for the project beneficiaries (<https://kyrgyztourism.getcourse.ru/course>) in light of the COVID-19 pandemic and related restrictions to conduct offline activities. The flexible and self-paced learning platform provides theoretical and practical knowledge on topics, such as management, marketing, self-development/motivational coaching, tourism basics, mobile photo and video, content creation, etc. (in total 75 lessons).
- As a result of the project work with Netflix crew in Kyrgyzstan, they produced [the Netflix documentary 'Human Playground'](#) also features one of the project beneficiaries (eagle hunters). This will contribute to further promotion of adventure tourism in Kyrgyzstan.

As a result of the project work, 117 new permanent jobs (out of which 65 for women) were created in this value chain.

In natural honey value chain, the project worked in Naryn, Osh, Djalal-Abad and Issyk-Kul regions<sup>67</sup> and supported:

- Capacity-building of 321 beekeepers (57 women) and 4 processing companies through 72 training sessions (on the topics of treatment of bees and pest control, bee products (honey, propolis, beeswax, etc.), breeding, as well as international food safety and quality standards for honey, which has led to improved quality of the beneficiaries' honey confirmed by laboratory tests
- To facilitate beekeepers' access to knowledge and information, the project supported the development of a mobile application (for Android) for beekeepers that contains useful information and materials on beekeeping, as well as a financial calculator for beekeepers. The app – which is available in Russian, Kyrgyz and English languages – is steadily becoming popular and as of December 2022 had 6.7 thousand of registered users (not only from Kyrgyzstan but also from other countries).
- Practical introduction of Hazard Analysis Critical Control Point (HACCP) management system at 4 processing SMEs with the aim to ensuring safety and quality of honey produced
- Technical assistance with modern/innovative means of production through established 'Modernization mechanism' (financing beekeepers on payback principle through selected fund-management organizations in 4 regions)<sup>68</sup>

As a result of the project work, 99 new jobs (out of which 27 for women) were created in this value chain.

### **Support to women empowerment, women entrepreneurship development and gender mainstreaming**

Gender equality has been a key programming principle, mainstreamed in all activities of the project. The project implemented dedicated programs in support of women entrepreneurship (mentorship programs, program on access to affordable and inclusive finance, and grant support program)<sup>69</sup>. At the micro level, the

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<sup>67</sup> <https://www.undp.org/kyrgyzstan/press-releases/undp-supports-kyrgyz-beekeepers-equipment>

<sup>68</sup> <https://www.undp.org/kyrgyzstan/press-releases/undp-supports-kyrgyz-beekeepers-equipment>

<sup>69</sup> <https://www.undp.org/kyrgyzstan/press-releases/mentorship-key-success-women-entrepreneurs-regions-benefit-undp-mentorship-programme>

project ensured women are represented in the activities that aim to enhance the productive and export capacities of small businesses working along the supported green value chains<sup>70</sup>.

#### Mentorship Programs for Women Entrepreneurs

The project supported development of the capabilities of 202 women entrepreneurs by providing three editions of the Mentorship Programs for Women Entrepreneurs in project target regions (Osh, Dajal-Abad, Naryn and Issyk-Kul Oblasts) that included business/trade development, networking and investment components. It included mentorship support by 85 mentors (experienced entrepreneurs) provided to the mentees (new or aspiring women entrepreneurs) as well as capacity-building/trainings on expanding the mentees' business planning skills, financial literacy, marketing and sales (SMM), crisis management and opportunities for additional financing.

The mentees also benefitted from short-term online "first aid" services, which have been launched for women entrepreneurs to cope with challenges that have been induced by the COVID-19 pandemic. The service entails provision of online consultations by experts through a dedicated Telegram channel created to consult women entrepreneurs on legal issues, finance, and psychological support. As a result of the mentorship programs, 25 bankable business ideas were developed, 5 mentees opened new businesses and created 66 jobs, 6 mentees expanded/improved their business.

#### Capacity-building and grant support program for women entrepreneurs

The project implemented the dedicated 'Capacity-building and grant program for women entrepreneurs' working in the target value chains (dried fruits/nuts, honey and adventure tourism). The aim of the program was to further enhance production/business/export capacities of women entrepreneurs through provision of tailored trainings and grants in the form of innovative and 'green' technological equipment to improve productive processes/infrastructures.

In total, 18 women entrepreneurs' projects have been supported in terms of means of production and equipment and as a result the beneficiaries were able to launch new products (for example, Ekofloris LLS who specializes in locally sourced herbal/berry tea developed an eco-dessert to accompany her tea line), comply with the requirements of quality management systems (Orjemil LLC thanks to the new berry washing equipment ensured compliance with international ISO 22000 food safety standard). Some of the beneficiaries' stories can be found at the following link: [Support for women entrepreneurs in the regions of Kyrgyzstan. Aid for Trade Project. - YouTube](#)

#### Program on improving access of women-led MSMEs to affordable innovative and inclusive financing

As access to finance remains one of the most acute barriers for women entrepreneurs (including due to high collateral requirements and women's inability to meet them), this initiative was aimed at providing access to affordable finance without requiring collateral. The criteria developed for the grant proposal are better access to technologies for women entrepreneurs, jobs creation and income generation for population in rural areas).

In total, the program provided affordable finance to 14 women entrepreneurs in rural areas of 4 target regions of the project, who used it to expand their businesses. In addition, continued business mentoring and advisory support was provided to the recipients of the financing to ensure effective use of funds and sustainability of their business models. The program contributed to the creation of 105 permanent jobs, out of which 78 are for

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<sup>70</sup> <https://www.undp.org/kyrgyzstan/stories/small-size-huge-potential-women-led-agribusinesses-kyrgyzstan-grow-undps-aid-trade-support>

women. Link to the video about the first results of the program: [Support for women - entrepreneurs within the Aid for Trade project - YouTube](#)

### Women Entrepreneurship Day (WED)

To promote the importance of women's entrepreneurship in the socio-economic development of the country and women's economic empowerment, the project supported the organization of the three World Women's Entrepreneurship Days (WED) in Kyrgyzstan (2019-2021). Having different overarching themes each year, over the three years the high-level event gathered 1,120 representatives of women-led businesses and organizations. The WED provides women entrepreneurs, including from rural areas, with a platform to network, exchange experiences, discuss common challenges and celebrate achievements.<sup>71</sup>



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<sup>71</sup> 2019: [Kyrgyzstan Celebrated World Women's Entrepreneurship Day | United Nations Development Programme \(undp.org\)](#)

2020: [Kyrgyzstan Celebrated World Women's Entrepreneurship Day | United Nations Development Programme \(undp.org\)](#)

2021: [Women's Entrepreneurship Day was celebrated in Kyrgyzstan with the adoption of a state programme to support women in business | United Nations Development Programme \(undp.org\)](#)



**Tajikistan** (Output 3: Support to an enabling environment for job rich growth in Tajikistan)

Tajikistan output achieved all of its 22 targets. Below is the table that shows all the targets.

<b>Output 3: Supporting an enabling environment for job-rich growth in Tajikistan</b>			
<b>Output indicators</b>	<b>Targets</b>	<b>Progress against targets</b>	<b>Green – fully achieved Yellow – partially achieved</b>
1.1.1 # (male/female) of civil servants of MEDT, SCISP and other state agencies with improved capacity to provide better services to the private sector	Baseline:0 Final: 210 (105) 2022 AWP target: 30 (15)	Reporting period: 138 (30) Cumulative total: 244 (62) achieved (end of 2022)	
1.1.2. # of recommendations on improving policies regulating the private sector provided to the government and integrated in policies, including those which relate to women entrepreneurship	Baseline: 0 Final: 18 2022 AWP target: 3	Reporting period: 4 Cumulative total: 53 achieved (end of 2022)	
1.1.3. # of centers for the provision of state services to entrepreneurs and investors established	Baseline: 0 Final: 3 2022 AWP target: 0	Reporting period: 0 Cumulative total: 3 achieved (end of 2022)	
1.1.4. # (female led) of exporters and SMEs serviced by the Centers	Baseline: 0 Final: 370 (155) 2022 AWP target: 200 (80)	Reporting period: 460 (90) Cumulative total: 2010 (740) achieved (end of 2022)	
1.1.5. % of increase of export volumes of exporters serviced by the Centers	Baseline: 0 Final: 10 2022 AWP target: 10	Reporting period: 10 Cumulative total: 10 achieved (end of 2022)	
1.1.6. # of the inter-ministerial WGs to improve SD centric trade and women empowering policies	Baseline: 2 Final: 8	Reporting period: 1 Cumulative total: 12 achieved	

supported	2022 AWP target: 0	(end of 2022)	
1.1.7. # of analyses for Consultative Councils' meetings on improving business climate considering gender equality supported	Baseline: 0 Final: 9 2022 AWP target: 2	Reporting period: 3 Cumulative total: 12 achieved (end of 2022)	
1.1.8. # (females) of traders from bordering with KRG communities with improved knowledge on cross border trade	Baseline: 2700 Final: 650 (325) 2022 AWP target: 200 (100)	Reporting period: 0 Cumulative total: 679 (287) achieved (end of 2022)	
1.2.1. # of TSIs with improved and new service products	Baseline: 5 Final: 30 2022 AWP target: 0	Reporting period: 2 Cumulative total: 32 achieved (end of 2022)	
1.2.2. # (female led) of SMEs benefiting from improved services	Baseline: 0 Final: 170 (70) 2022 AWP target: 50 (20)	Reporting period: 84 (29) Cumulative total: 179 (48) achieved (end of 2021)	
1.2.3. # of TSIs networks established	Baseline: 1 Final: 8 2022 AWP target: 0	Reporting period: 0 Cumulative total: 8 achieved (end of 2022)	
1.2.4. # of business links established between TSIs and international TSIs	Baseline: 1 Final: 6 2022 AWP target: 0	Reporting period: 0 Cumulative total: 7 achieved (end of 2022)	
1.2.5. # of priorities from Export promotion and increase of competitiveness state programme (EPIC) and oblasts TDPs supported	Baseline: 0 Final: 7 2022 AWP target: 0	Reporting period: 3 Cumulative total: 14 achieved (end of 2022)	
2.1.1 Number of products/VCs identified that are green and employment rich	Baseline: 0 Final: 3 2022 AWP target: 0	Reporting period: 0 Cumulative total: 5 (end of 2022)	
2.1.2.1. % increase in productivity of VCs members	Baseline: 0 Final: 20 2022 AWP target: 20	Reporting period: -5 Cumulative total: 28 achieved (end of 2022)	
2.1.2.2. % increase of market penetration of selected products	Baseline: 0 Final: 20 2022 AWP target: 20	Reporting period: 87 Cumulative total: 71 achieved (end of 2022)	
2.1.2.3. % of increase in income of staff target VCs	Baseline: 0 Final: 20 2022 AWP target: 20	Reporting period: 17 Cumulative total: 23 achieved (end of 2022)	
2.1.2.4. # of new decent jobs created (incl. 50% for women)	Baseline: 0 Final: 300 (150) 2022 AWP target: 100	Reporting period: 106 (104) Cumulative total: 363 (308) achieved (end of 2022)	
2.1.2.5. At least 40% of activity clients are female	Baseline: 0 Final: 40 2022 AWP target: 40	Reporting period: 72 Cumulative total: 71 achieved (end of 2022)	
2.1.3.1. Number of mentorship programmes for young female entrepreneurs established and supported	Baseline: 0 Final: 3 2022 AWP target: 0	Reporting period: 0 Cumulative total: 3 achieved (end of 2022)	
2.1.3.2. # of female benefitting from established programmes	Baseline: 0 Final: 380 2022 AWP target: 100	Reporting period: 177 Cumulative total: 1391 achieved end of 2022)	
2.1.3.3. # of female headed SMEs supported	Baseline: 0 Final: 24 2022 AWP target: 2	Reporting period: 20 Cumulative total: 49 achieved (end of 2022)	

### **Summary of overall results for 2018-2022:**

During 2018-2022 the project in Tajikistan supported strengthening productive capacities of the private sector in five employment-rich and green value chains (honey, mung beans, peanut/peanut butter, dried fruits& snacks, apricot kernel oil) in the rural areas of Tajikistan.

The work on strengthening value chains has led to an increase in decent jobs focusing on productive employment (in total 284 new decent jobs were created (out of which 229 went for women). The implementation of the Women Mentorship programme contributed to creation of additional 79 new jobs for women in rural areas.

Along with the new jobs creation, support provided to value chain actors (agro and food-processing SMEs, dekhkan farms) has led to an increase in productivity (on average by 28%), income (on average by 23.7%) and export volumes (on average by 71%) of target VCs, with the potential to replicate and scale-up the innovative and sustainable solutions that were implemented. The project also supported \$24 million in export deals signed by value chain actors supported by the project.<sup>72</sup>

The project supported a total of 2,168 (1,440 women-led) SMEs and dekhkan farms, including 335 in target value chains, 1,650 in capacity-building trainings, 183 in women entrepreneurship development activities (mentorship programs, targeted trainings). 4 new businesses were established in project supported value chains. As a result of the targeted Women Entrepreneurs Mentorship program aimed at development of capabilities of women entrepreneurs and traders 30 rural women expanded their business and 19 new women-led enterprises were launched.<sup>73</sup>

At the macro level, the project supported the government with creating trade-oriented business enabling environment through implementation of selected action points of the State Programme for Export Promotion in 2016-2020, as well as formulation and subsequent implementation of selected action points of the [State Export Development Programme for 2021-2025](#), which outlines actions to support private sector with export potential development, increasing export competitiveness and accessing new markets. The project also supported development of 6 by-laws to help implement the Law on State services, which are fundamental for the improvement and streamlining public services provision to citizens and private sector.

The project also supported the establishment of the State Center for the Formation and Development of Entrepreneurship (SC FDE)<sup>74</sup> with four regional branches which also integrate the Centers for Servicing Entrepreneurs and Investors. Establishment of the SC FDE and its Centers was key in institutionalizing the provision of support services to the private sector including informational, advisory, and training support.

On the meso level the project supported creation of a network of Trade Support Institutions (TSIs) in the country (consisting of 30 trade support, business intermediary, and consulting organizations) which led to enhanced cooperation between TSIs and coordinated provision of trade supported services to the private sector. The work on improving services of TSIs for private sector as well as facilitation of access of SMEs to cutting-edge trade and market intelligence and relevant capacity-building activities to use available big data tools to foresight markets, benefitted over 2,700 SMEs<sup>75</sup>.

### **Overall results 2018-2022**

**On the macro level**, the project focused on supporting the government in creating enabling environment for job-rich growth and trade-oriented business development.

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<sup>72</sup> Evidence source: Cumulative, compilation of previous progress reports, staff calculations

<sup>73</sup> Evidence source: IP reports, cumulative, compilation from previous progress reports.

<sup>74</sup> <https://www.undp.org/tajikistan/press-releases/new-institution-established-undp-support-promote-entrepreneurship-development-tajikistan>

<sup>75</sup> Evidence source: Cumulative, compilation from previous progress reports; CATI portal statistics on users from Tajikistan for 2021-2022



In 2018, the policy support provided by the project to the Government resulted in establishment of **Agency for Export** under the Government of the Republic of Tajikistan, delegated with export promotion functions. The project also worked with the Agency in increasing awareness among exporters and capacity development of 61 SMEs on registration in the EU's REX (Registered Exporter system for self-certification of origin of goods) System within GSP preferential trade agreement. The REX system allows self-certification of origin of goods by Tajikistan economic operators thereby reducing transaction costs of businesses when exporting to EU.

In 2019, the project partnered with the State Investment Committee and helped conduct feasibility study which resulted in the establishment of **State Institution for the Formation and Development of Entrepreneurship (SI FDE)**<sup>7677</sup> with four regional branches which also integrate **the Centers for Servicing Entrepreneurs and Investors**<sup>78</sup>. The project's support was focused on institutional set-up approaches. The project also contributed to the physical establishment of the Centers with equipment. By the end of 2019, five Centers were established and three directly supported by the project.

Establishment of the SI FDE and its Centers was key in institutionalizing the provision of support services to the private sector including informational, advisory, and training support. The Consultative Centers provide free consultations to entrepreneurs on taxation, legal regulatory framework, financial regulations, business management and investments, accounting, customs regulations and others.

In 2020-2022, the project continued to support strengthening the institutional and technical capacity of SI FDE to provide quality services to entrepreneurs, including through introduction of Customer Relationship Management (CRM) system to analyze/manage data, streamline processes to improve services provision.

During 2019-2022, **over 2000 (740 female) exporters, SMEs and private entrepreneurs benefitted from advisory and capacity building services provided by the Centers**. SI FDE has conducted over 300 events such as incubation programmes, educational trainings, entrepreneurship forums, master classes, startup talks and weekends, business connects, startup Choikhonas in all regions of Tajikistan. The project also supported the SI FDE to conduct over 30 trainings in all regions of the country for over 700 (288 women) entrepreneurs on various business development topics including legal aspects of doing business, marketing, financial risks, budgeting and financial analysis and business planning.

The centers of the SI FDE provided consultations to more than 400 SMEs particularly dealing with export. The SI FDE reported that serviced SMEs have increased its export volumes by 10%.

In 2019 the project in cooperation with ITC and OSCE supported the Ministry of Economic Development and Trade (MEDT) in the development of a **national trade portal** ([www.tajtrade.tj](http://www.tajtrade.tj)) The portal was created in compliance with the WTO Trade Facilitation Agreement and launched on 26th April 2019. The trade portal covers both national export and import procedures for goods. The portal aims to raise awareness and transparency on trade processes including the time and cost associated with trade procedures.

In 2019 the project supported the government with 18 recommendations on improving public services, which resulted in the **formulation and subsequent adoption of the Law on 'State Services'**.<sup>79</sup> The project also

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<sup>76</sup> The Decree of the Government of Tajikistan №624 dated 31.12.2018

<sup>77</sup> <https://bizincubator.tj/>

<sup>78</sup> <https://www.undp.org/tajikistan/press-releases/new-institution-established-undp-support-promote-entrepreneurship-development-ta>

<sup>79</sup> Adopted on 15.01.2020

supported development of 9 by-laws<sup>80</sup> to help implement the Law on State services, which form basis for further improvement, increasing transparency and streamlining of over 2,000 public services provision to citizens and private sector.

Support provided by the project to inter-ministerial working groups during 2018-2022 helped to formulate over **50 policy recommendations targeting creation of the enabling economic environment**. As part of the cooperation established with the Consultative Council for Investment Promotion under the President of the Republic of Tajikistan and with several inter-agency Working Groups, the project supported analysis and development of recommendations for further improvement of the legislation on public services, programming the export development, development of e-commerce, establishing the procedures for registration of exporting companies, elimination of barriers for entrepreneurs, improving business climate etc.

In 2020 the project supported the Ministry of Economic Development and Trade (MEDT) with formulation of the [State Export Development Program for 2021-2025 \(EDP\)](#),<sup>81</sup> which outlines 160 actions to support private sector with export potential development, increasing export competitiveness and accessing new markets. The new program is also based on an assessment of the situation and a strategic analysis of the volume and structure of export, trends, and prospects for the development of foreign markets for 2021-2025, and the challenges and for the export and production spheres also considering the consequences of the COVID-19 pandemic.

The project also supported subsequent implementation of 14 actions of EDP-2025 including improvement of the State Register of Exporters, reduction of export documentation by simplifying administrative trade procedures, improvement and modernization of the [www.export.tj](http://www.export.tj) (web-site of the Export Agency), e-commerce development, etc.

During 2019-2020 the project supported enhancing capacities of 244 (40 female) civil servants of the Ministry of economic development and trade (MEDT), State committee of investments and state property (SCISP) and other state agencies on improved public services provision to the private sector.

The project supported the Consultative council on improving business climate in Khatlon region with elaboration of the Regional Entrepreneurship Development Program and establishment of Association of Women entrepreneurs of Khatlon region.

**On the meso level**, the project supported trade support institutions to provide efficient services to the private sector. The focus was on services related to trade and market intelligence, including analysis of export potential of products and assessment of export markets, export strategies development, needs assessment focusing on foreign market penetration for SMEs, as well as services related to quality management and international standards introduction.

23 trade support institutions were supported with access to cutting-edge trade and market intelligence through online portals (CATI, TajTrade), and improvement of qualifications of their staff to use big data for trade intelligence (ITC's "Trade Map" and "Market Access Map" trade analysis tools)<sup>82</sup>, as well as on e-commerce, export markets' assessments, international quality and food safety standards (ISO 9001:2015, FSSC 2200, ISO

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<sup>80</sup> Registry of state services, standards of state services, Governmental Decree on State Services, Decree #624 on single centre for servicing entrepreneurs, Gov. Decree on list of state provided services, Gov Decree on rules on optimization and automatization of state services and Gov. Decree on appointing a regulating body for state services

<sup>81</sup> The decree of the Government of Tajikistan No 169, adopted on 30.04.2021

<sup>82</sup> <https://www.facebook.com/2031332110503123/posts/2401545973481733/>

22000 food safety standards, Global GAP, etc). In addition, over 2,700<sup>83</sup> MSMEs benefitted from access to online trade information and intelligence (CATI and TajTrade portals) and relevant new advisory services provided by trade support institutions. Among the supported businesses are 179 MSMEs – project beneficiaries working in target value chains.

In addition, 19 processing companies and dekhkan farms received support with implementation of international standards (HACCP, FSSC 22000, ISO 22000, Global GAP, ISO 14000), sustainable consumption and production and GMP to increase competitiveness of exported products. On average, these companies increased their exports volume by 71%.<sup>84</sup>

The project also supported creation of the network of Trade Support Institutions (TSIs) in the country (consisting of 31 trade support, business intermediary, and consulting organizations) which led to enhanced cooperation between TSIs and coordinated provision of trade supported services to the private sector. In addition, the project facilitated establishing cooperation/linkages between TSIs of Tajikistan and their counterparts from Uzbekistan, Kyrgyzstan and China.

In partnership with one of the TSIs working on quality management – PO Markazi Idorakunii Sifat (Quality Management Center), the project supported establishment of **the first non-state mobile laboratory for testing the quality and food safety of agricultural products** in Khujand<sup>85</sup>. The new lab facility helps producers and exporters to assess safety and quality of products from initial stage of production till final products and reduce risks associated with returning products from exporting markets and avoid associated losses. So far, the lab serviced over 50 MSMs, farmers and exporters, carried out over 2200 tests of products and conducted more than 830 different types of analyses. Based on the results of testing record sheets (testing certificates) recommendations on how to improve the quality of their products were provided to the agri-producers (farmers, beekeepers and MSMEs). This also resulted in improvement of the information on traceability of products and reduction of risks associated with products returns due to nonconformity with export requirements.

The project worked with TSIs to improve quality of national produce through elaboration of new international UNECE quality standards aimed to help SMEs to boost exports. With the project support, the National Technical Group of Tajikistan on Quality Standards (Substructure of Central Asian Working Group) elaborated proposals for 3 new UNECE quality standards for peanuts, apricot kernels, and dried persimmons and officially submitted them to UNECE at the [UNECE Sixty-eighth session of the Specialized Section on Standardization of Dry and Dried Produce \(GE.2\)](#) conducted on 16 -18 June 2021. The standards were eventually adopted by UNECE in November 2022<sup>86</sup>. Improving the quality of peanuts, apricot kernels, and dried persimmons in Tajikistan and other producing Central Asian countries will help introduce this produce in wider export markets and to consumers worldwide.

The project supported the participation of 6 Tajik exporters/producers of non-commodity products with high added value at ‘Gulf Food Dubai’ International exhibition (12-17 February 2022) to help diversify export markets, which resulted in conclusion of export products for over \$1.2 million.

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<sup>83</sup> Evidence source: Cumulative, compilation from previous progress reports; CATI portal statistics on users from Tajikistan for 2021-2022

<sup>84</sup> Cumulative – staff calculations

<sup>85</sup> <https://www.undp.org/tajikistan/stories/tajikistan-agriproducts-gearing-quality-and-exports-help-mobile-lab>

<sup>86</sup> <https://unece.org/media/press/373287>

The project also supported 679 (287 women) cross-border traders (bordering with Uzbekistan and Kyrgyzstan), who were affected by COVID-19 crisis and temporary border closings with Afghanistan and Kyrgyzstan, with series of trainings on topics critical for MSMEs during crisis times including identification of new market access opportunities, trading online, start-ups, marketing and business planning as well as border/customs regulations and procedures during lockdown and crisis times.

**On the micro level**, the project supported strengthening productive capacities of the private sector (a total of 335 SMEs, dekhkan farms and beekeepers) in five employment-rich and green value chains (honey, mung beans, peanut/peanut butter, dried fruits& snacks, apricot kernel oil) in Rasht Valley, Sughd and Khatlon regions of Tajikistan.

The work on strengthening value chains has led to an increase in decent jobs focusing on productive employment (in total 284 new decent jobs were created (out of which 229 went for women). Along with the new jobs creation, support provided to value chain actors (agro and food-processing SMEs, dekhkan farms) has led to an increase in productivity (on average by 28%), income (on average by 23.7%) and export volumes (on average by 71%) of target VCs, with the potential to replicate and scale-up the innovative and sustainable solutions that were implemented. The project also supported \$24 million in export deals signed by value chain actors supported by the project.<sup>8788</sup>

In honey value chain the project worked in Rasht Valley and supported 42 beekeepers with trainings on creation of new bee colonies (layering of bees), innovative / new methods of keeping bees in the conditions of Tajikistan, treatment of bees and pest control, honey analysis procedures, safety and quality standards for honey.

The project also supported beekeepers of 4 districts of Rasht valley with modern beekeepers' equipment and tools for honey production, as well as equipment for honey processing and bottling, and production of beeswax foundation.

In mung beans value chain, the project worked in Khatlon region and supported capacity-building of 94 farmers on green aspects of mung beans cultivation, such as agricultural technology for growing mung beans (selection of land, seeds, soil preparation for sowing, sowing, care of crops), new highly productive varieties of mung beans and agricultural technology for their cultivation, and the basics of mung beans seed production, as well as biological methods of protecting mung beans from diseases and pests.

The project also supported target farmers of Khatlon region (Hamadoni and Sharitus districts) with equipment for cleaning mungbeans from shell and jute bags for packaging.

In peanuts/peanut butter value chain the project worked in Sughd region and supported 44 farmers with trainings on efficient practices for collecting and storing the peanuts, sustainable agricultural practices for growing peanuts. agricultural technologies for growing peanuts (selection of land, seeds, soil preparation for sowing, sowing, caring for crops, rational use of mineral resources), and on biological (ecological) system of integrated protection of peanuts from harmful insects and diseases.

The project also supported the LLC Subhi Vatan (Isfara, Sughd) with modern equipment for production of the new high value-added product - peanut butter, and Association of Dekhkan Farms "Ziroatparvaroni Hoji Amirov" (Mastchoh, Sughd) with technological equipment for peanuts harvesting and packaging.

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<sup>87</sup> Evidence source: Cumulative, compilation of previous progress reports, staff calculations

<sup>88</sup> [https://www.youtube.com/watch?v=ee\\_LPm1J-Ng](https://www.youtube.com/watch?v=ee_LPm1J-Ng)

In dried fruits and snacks value chain the project worked in Sughd region and supported:

- 80 farmers (52 women) dealing with apricot cultivation on seasonal agricultural activities in apricot orchards, soil analysis, methodologies to combat pests and diseases, protection of apricot orchards from spring frosts, fertilizer systems for apricot orchards, technologies for production of high-quality apricot seedlings, and drip irrigation and its application in apricot orchards
- Target farmers dealing with apricot cultivation in Isfara (Sughd) with modern agricultural tools for collection of apricot harvest
- LLC Mevai Tilloi (Isfara, Sughd) with innovative equipment for production of the new high value-added product - snacks from dried fruits and nuts<sup>89</sup>
- LLC Visol Isfara (Isfara, Sughd) with innovative equipment for processing and packaging of mungbeans and other beans varieties

In apricot kernel oil value chain, the project worked in Sughd region and supported LLC IsfaraFood (Isfara, Sughd) with innovative equipment for production of the new high value-added product - apricot kernel oil.

In addition, the project supported 6 agro-processing SMEs (LLC IsfaraFood, LLC Visol Isfara, LLC Oro Isfara, LLC Vodii Mevaho, LLC Subhi Vatan and LLC Visol Isfara) working in target value chains with:

- consultancy services on the effective layout of production units in accordance with the requirements of ISO 22000, HACCP and FSSC 2200 food safety standards and the rational use of all production facilities.
- introduction and certification to international food safety standards (HACCP, ISO 22000, FSSC 22000)
- introduction and certification of ADF “Ziroatparvaroni Khohja Amirov” to Global GAP standard (sustainable agricultural practices)<sup>90</sup>
- development of labels and packages forms for all 5 target products in accordance with international standards and the EAEU technical regulations.
- conducting ecological audit of all 6 target SMEs. Based on its results, the ecological passports of the enterprises based on the ISO 14001 standard (Ecological management standard) were issued.
- consultancy services on the use of environmentally friendly technologies, energy efficiency and water saving, waste management, with provision of 22 recommendations on the measures for improvement of technologies for sustainable consumption and production, including the issues of efficient consumption and use of production resources.

In 2022 the supported SMEs produced three new high value-added products and sold on local and foreign markets: snacks from dry fruits and nuts – 8.6 tons (8.1 tons exported to UAE for total amount \$67,000), apricots kernel oil – 100 liters, peanut butter – 0.6 tons and mung beans – 20 tons.

### **Support to women empowerment, women entrepreneurship development and gender mainstreaming**

Gender equality has been a key programming principle, mainstreamed in all activities of the project. The project implemented the dedicated program in support of women entrepreneurship (mentorship program). At the micro level, the project ensured women are represented in the activities that aim to enhance the productive and export capacities of small businesses working along the supported green value chains.

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<sup>89</sup> <https://www.undp.org/tajikistan/stories/future-success-tajikistans-exports-lies-added-value-products>

<sup>90</sup> <https://www.undp.org/tajikistan/stories/future-success-tajikistans-exports-lies-added-value-products>

Overall, during 2018-2022 1,391 women participated in project activities, including trainings, study tours, master classes, provision of individual consultancies, round tables as well as women supported by provision of equipment and tools for establishment of new businesses within the framework of the mentorship program.

### Mentorship Program for Women Entrepreneurs

The project supported development of the capabilities of 184 women entrepreneurs by providing the Mentorship Program for Women Entrepreneurs in project target regions (Sughd, Khatlon regions and DRS) that included business/trade development, networking and investment components. It included mentorship support by 46 mentors (experienced entrepreneurs) provided to the mentees (new or aspiring women entrepreneurs) as well as capacity-building/trainings on expanding the mentees' business planning skills, financial literacy, marketing and sales (SMM), crisis management and opportunities for additional financing.

As a result of the Mentorship program 30 rural women expanded their businesses, 19 new women-led enterprises were launched, and 79 new jobs for women in rural areas were created.<sup>91</sup>

To document the knowledge, experience and lessons learned from women mentorship activities, the project elaborated the knowledge product in the form of the [Case study on “Supporting Development of Women Entrepreneurship: Mentorship Programme”](#).



## 6. Partnerships and Sustainability

### Partnerships.

The project continuously explores and engages development partners as well as local stakeholders to project activities. All activities of the project on the national level are implemented in coordination with the national implementing partners of the project in Kyrgyzstan, Tajikistan and Uzbekistan.

The project has established partnership with ITC to foster access of Trade Support Institutions and SMEs of the region to cutting-edge trade and market intelligence, and enhance their capacities to use available big data to foresight markets and value chain developments, which are essential to capture new opportunities and guide product diversification beyond traditional export baskets

The long-standing partnership established with UNECE, GIZ and Hilfswerk International continued to support regional cooperation initiatives, including the Central Asian Working Group on Export Promotion of

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<sup>91</sup> Evidence source: IP reports, cumulative, compilation from previous progress reports.

Agricultural Produce (CAWG), where Central Asian public and private experts, supported by UNDP and other development partners, worked on quality standards, strategies and networking which supported better cross-border networks in the entire Central Asian region.

The project has established cooperation/partnerships with the lead women business/entrepreneurs' associations of Kyrgyzstan, Tajikistan and Uzbekistan on activities related to supporting women entrepreneurship as well as establishment and implementation of mentorship programmes for women entrepreneurs.

#### Sustainability and scaling up results.

Like many development partners, UNDP has found that innovative free-standing development projects alone are not an effective vehicle for eradicating poverty at scale: they must be part of a longer-term process that can sustain learning and scaling up. Confronted with the large-scale problem of reducing rural poverty that it is mandated to address, and with the limited resources available from official development assistance (ODA), UNDP is compelled to increase the impact of investments in agriculture, trade and countries' development. For this reason, scaling up the results of successful development initiatives is an overarching priority that directly supports the achievement of project.

To deliver on this priority, the project is geared towards supporting all concerned actors and institutions – including rural women and men and their organizations to achieve impact at scale. This requires a shift from a project-centric approach to one that spurs change in the institutional, policy and economic environment. That is, the objective of UNDP and its projects' interventions is not only to enable project clients to work their way out of poverty in the limited time and space of a given project, but to use the positive results to inspire others and leverage policies, knowledge, social and political capital, and financial resources to bring those results to a larger scale in a sustainable manner in partnership with private, public and other development actors.

The principles of scaling up and sustainability are closely linked and feed into each other. The project continuously conducts assessments of key areas and institutional actors that will give a local initiative continuity in the absence of donor funding.

Key achievements of the output in Kyrgyzstan with good sustainability and scalability prospects (because they each entail a revolving mechanism) are the following:

- A mechanism that has been implemented in the honey value chain, the goal of which is to develop the capacity of local beekeeper associations to provide technical support in relation to the modernization of its members' (beekeepers) means of production (e.g. bee houses, queen bees, honey extractors, etc.) on the basis of the members' repaying the beekeeper associations at the end of the honey harvesting season for costs incurred.
- A grant provided to a public fund for the implementation of a mechanism that seeks to finance women entrepreneurs in a manner which is innovative and inclusive. The mechanism entails the provision of loans to women entrepreneurs without requiring collateral is also likely to be sustainable as it ensures that the returned funds are again distributed by the public fund to new cohorts of women entrepreneurs in future.

#### Key achievements made by output in Tajikistan:

- Establishing local ownership on the macro level. The project has established several platforms (e.g. inter-ministerial WGs) which address problems existing in the country and resolve them in a constant and independent manner. Several national level policy documents were produced and adopted by

governments, which now play a role in creating enabling environment for the private sector development (State Programme on Export development for period 2021-2025, Law on state services, etc)

- Establishment of the countries' state institutions for dealing with the countries' priorities. The project facilitated creation and establishment of several state institutions such as the 'Agency on Export' under Government of Tajikistan (AE) (dealing with all aspects of export promotion and provision of services to private sector) and State institution on Formation and Development Entrepreneurship of Tajikistan (SI FDE) (dealing with provision of services to and capacity building of youth, women and private sector representatives). Both established entities are fully operational (are fully funded by governmental budget) and programmatically sustainable.
- Establishment of local ownership on meso level.
  - The project facilitated establishment of several platforms devoted to promotion of women entrepreneurship (Mentorship programme, Women platforms, Gender Tasks Force Group etc.), provision of consulting services to private sector (TSIs platform - [www.consulting.tj](http://www.consulting.tj), Quality Management Center for provision consulting services on products quality standards and mobile laboratory for testing of products) and development of startups environment.
  - The project supported several sector business associations by provision of grants and engaged them into implementation of activities devoted to VCs development. By implementation of these actions, the Business associations learned the international best practices on how-to manage grants, how-to assess the needs of VCs' actors, monitor the actions and evaluate the results.

Key achievements of the output in Uzbekistan with good sustainability and scalability prospects are the following:

- Establishment of the Regional Center for Export Support in the Fergana Valley. The project facilitated and supported establishment of the Center in Fergana, which is operational (and fully funded by governmental budget). The MIIT is planning to submit proposal to the government on establishing three more regional centers in Kashkadarya, Samarqand and Khorezm regions.

## 7. Cross-cutting objectives

### **Gender mainstreaming:**

Gender equality is a key programming principle in all project activities. The project will implement activities that explicitly support women's entrepreneurship. The specific gender lens applied across all project interventions enable specific gender concerns to be integrated into gender-sensitive analysis of development issues and into proposed policy solutions. At the micro level, the project will ensure women are represented in the activities that aim to enhance the productive and export capacities of small businesses.

In Kyrgyzstan, the project implemented dedicated programs in support of women entrepreneurship (mentorship programs, program on access to affordable and inclusive finance, and grant support program)<sup>92</sup>. In Tajikistan, the project implemented the mentorship program in support of women entrepreneurs that included capacity development, network, coordination and investment components. In Uzbekistan, the project

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<sup>92</sup> <https://www.undp.org/kyrgyzstan/press-releases/mentorship-key-success-women-entrepreneurs-regions-benefit-undps-mentorship-programme>



finalized the first edition of the mentorship programme for women entrepreneurs and continues to work on establishment of the mixed financing fund to support development of women entrepreneurship in 2023.

These interventions form part of the project’s targeted approach to work on gender equality and women economic empowerment issues.

## Environment

The Aid for Trade project aims to push forward the environmental objectives and transformational interventions to adapt and mitigate climate change (SDG 11, 12, 13) or fight the loss of biodiversity (SDGs 1.5, 8.4, 15). In its efforts to fulfill these endeavors, the project has supported only green value chains - adventure tourism, natural honey, as well as mixes of dried fruits, berries, vegetables, and nuts in Kyrgyzstan, honey, mung beans, peanut/peanut butter, dried fruits & snacks, apricot kernel oil in Tajikistan, dried fruits and vegetables, mung beans, peanut/peanut butter, jams/fruit purees in Uzbekistan, which are also having a strong export and job creation potential.

The project has implemented measures to raise productivity and resource efficiency in SMEs and farms while reducing negative externalities, such as soil erosion, agro-chemical pollution, and agricultural GHG emissions. In particular, the project has supported the introduction of sustainable agricultural practices at farms, innovative resource-efficient technologies, and environmental compliance standards at processing enterprises, which not only reduce the environmental footprint of production but also foster green exports.

On the macro level, the project has supported the creation of enabling conditions for sustainable agriculture, including appropriate regulatory framework related to quality and food safety regulations, as well as the adoption of support mechanisms for businesses.

## 8. Risks and opportunities update

Description	Type	Activities for treatment
Government or institutional changes resulting in high staff turnover within the partners of the project, which may slow down the project progress, particularly with respect to activities of the first component (supporting an enabling environment).	Regulatory	The project team closely monitors the changes in key existing and new governmental partners and maintain close communication and cooperation with them to ensure smooth continuation of the project.
The epidemiological situation (COVID-19) in three countries and trade-partner countries remains uncertain and challenging (experiencing new waves due to new COVID-19 variants, as well as low level of vaccination among the population), which may negatively affect the implementation of project activities and achieving indicators.	Operational Strategic	Where possible, the project switched to conducting online meetings, however, faced constraints in rural areas and with farmers where connectivity is limited and/or costly.  Taking note of the rapidly emerging trend in usage of e-commerce by exporters worldwide, the project has been putting more emphasis to capacitating TSIs and SMEs in utilizing e-commerce tools in exports.

		Regular online meetings with contractors to inquire about the status of delivery and inform beforehand about risks/issues faced due to pandemic.
Natural disasters might hamper agricultural production as well as trade and exports	Environmental Strategic	The project closely follows disaster risks updates and included in implementation activities considerations to address risk of climate change and adaptation measures.  The project undertakes additional measures by conducting the climate change adaptation trainings and consultations to farmers.
Conflict along border lines and border cross points may delay implementation of national level activities on building productive capacities of the private sector	Security	The project liaises with UN security officer and performs regular monitoring of the target geographical areas.
Deterioration of trade with Russia as one of the main trading partners	Financial	The project pays increased attention to trade and market analysis reviews/forecasts by the Ministries of economy and trade as well as IFIs in order to preempt any negative consequences from potential deterioration of bilateral trade with Russia as a result of sanctions.

## 9. Finding, Recommendations, Key challenges/lessons learnt

### Findings and recommendations

*Green Value chains approach as an opportunity for economic diversification* - Protracted instability pushes countries to recalibrate their economies to be more adaptive to global megatrends (geopolitics/conflict, climate change, regionalization, digitalization/ technological change, change in production and consumption patterns in post-COVID 19 context). In this context, the project should continue spearheading its green, job-rich and ‘future-proof’ value chains approach to support businesses and producers to build ‘forward-looking’ productive capacities to increase competitiveness and become more resilient to external shocks.

*VC connections/linkages* - while the project was mostly successful in connecting farmers’/beekeepers’ groups to processors, in some cases it proved to be challenging to build permanent cooperation between them, including, for example, due to inability of the VC actors (farmers and processors) to agree on prices. Therefore, during phase V it should be considered whether the focus should rather be on a processor and his/her existing suppliers (farmers/beekeepers).

*Quality* - As the national quality infrastructures (NQI) of the countries are still underdeveloped, the issue of safety/quality and certifications, including the awareness about its importance for export capacity, remains an acute problem at all levels of VCs (farmers/beekeepers, processors). Efforts should be continued on all fronts

in this regard – from supporting the Government in improving the NQI to helping producers and processors/exporters in complying with safety requirements and international quality standards.

*Access to finance* - remains one of the main challenges to expand exports, the project should continue to work with the Government and financial institutions to facilitate exporters access to finance.

*The modernization mechanism in the honey VC (lower on no interest rates, possibility to return the loan with honey) and the initiative on access to finance for women entrepreneurs (no collateral requirement) in Kyrgyzstan* – both operating like revolving funds – yielded positive results and feedback from businesses and have a wider coverage of MSMEs accessing the affordable loans, they can be good cases for further replication and scaling up.

*Women entrepreneurship development* programs supported by project showed positive results both in terms of used innovations in servicing the women living in rural areas and new jobs creation, as well as in terms of boosting the national efforts in this area.

*Procurement* - from the Project's experience of working with sub-contractors, including on value chains, it became apparent that close and constant coordination between the project staff and the sub-contractors must be established from the beginning of a contract and maintained throughout the contract duration, especially in the area of monitoring and evaluation (M&E).

*The team* – the results of the project are due to excellent teams in the countries, their dedication and efforts have managed to uplift the intended results and more importantly to drive a continuously evolving project that strives to achieve more and better impact.

#### Key challenges and lessons learnt.

The key challenges and lessons learnt are associated with COVID-19 implications and adverse spillovers from the war in Ukraine, which CA economies are facing.

Lessons learnt (including from the COVID-19 pandemic and the war in Ukraine):

- Multiple and overlapping external shocks exposed the CA countries' vulnerabilities across socio-economic dimensions and therefore stronger emphasis should be put on strengthening the forward-looking capacity, resilience, and responsiveness of SME and entrepreneurship policy frameworks.
- Agriculture and food markets have changed significantly in the recent decade and will continue to transform in the future. These changes are driven by demographics, growing urbanization and increases in the middle class in developing countries, changing patterns of consumption worldwide, increasing uncertainty related to climate change, geopolitical shifts and others. COVID-19 will likely revolutionize the localization of production but also digitalization and direct consumer contact.
- The COVID-19 pandemic revealed that women remained one of the most vulnerable groups and were hit particularly hard by the crisis as they rely heavily on remittances and are involved in the sectors affected the hardest by the pandemic. Also, during the current phase it was observed that women tend to benefit better from dedicated activities and interventions; when given opportunities, they are focused, committed, and offer great untapped potential to contribute to economic growth.
- Despite the availability of a variety of financial products and international/regional best practices, export financing remains limited in the project's target CA countries. Providing support in the introduction and/or promotion of such instruments would significantly help exporters to expand their production and exports.

- Regulations and quality infrastructure, especially in agricultural sector, are still not fully aligned with the international market requirements, which in turn reduces the competitiveness and export potential of the sector. To mitigate this and ensure that businesses can access global and regional markets, it is vital to continue to support governments and businesses in their efforts to comply with international food safety and quality requirements and standards, including through the preparation of producers and businesses for certification processes, and capacity building on market access requirements.
- Lengthy exports procedures as well as high trade transaction costs cause a significant burden to exporters and reduce their competitiveness. Therefore, it is important to continue to support further simplification of cumbersome export procedures.
- Weak coordination between associations and cooperatives which is correlated to the overall fragmentation within the sector, but also results in limited participation of the sector in relevant decision-making processes especially related to the regulatory framework. It is important to continue to support promoting dialogue between producers, processors, associations, and institutions to ensure an informed decision process between stakeholders and the government.
- The governments' initiatives towards improving the national policy on economic development and trade promotion were supported by the project in the current phase and several positive results were achieved. The project should continue to support activities aimed at streamlining trade-related public services provision as set in the national priorities of the countries.
- Given that the production of the countries is highly fragmented, competing on price/quantity remains extremely difficult. The focus on novelty/niche products that are environmentally sustainable and allow for a high value-added to producers proved to be successful during piloting in phase IV.
- Ownership is a prerequisite to ensure sustainability. As such, the project perceives all clients as equal partners both in terms of planning and implementation. This approach was important to establish ownership but also to benefit from existing knowledge. The project should continue with its efforts in building local capacity and supporting/establishing national and local institutions.
- Procurement, which involves international purchasing, is prone to lengthy delays. Continued and close monitoring of the procurement process and delivery process is required.
- Increasing online presence is needed to be able to fill the gap that has been left by restrictions to travel and personal contact. As the COVID-19 restriction has unfolded, the project has identified that activities such as B2B consultations and trainings can be organized using online digital tools. However, limited broadband and the rising cost of connectivity make this more difficult.
- Support is needed in finding and expanding alternative trade and investment channels to diversify and reduce the reliance on Russia's market
- The crisis notwithstanding, the Central Asian countries must continue to address their longer-term development goals. Diversification has long been on the agenda in Central Asia, but urgent action is only taken with response to shocks
- Special emphasis should be put on diversification of production structures, export markets and transportation/logistics routes to build economic resilience to external shocks
- Trade and market intelligence is attracting greater interest as effective tools to analyze big data to expand trade opportunities and reach new markets
- Building productive capacities and innovation significantly help farmers and agro-processors to increase productivity and meet evolving demand in a sustainable way

- Enhancing firms' resilience is closely linked to digital connectivity to take advantage of continuing boom in e-commerce.
- Creating more high productivity jobs remains challenging for CA countries but is important if countries wish to manage to achieve higher levels of growth, given population growth rates
- Considerable polarization remains between where jobs are created – mostly in SMEs – and where productivity is highest – mostly in capital-intensive extractive industries (SOEs and parastatals), which tend to be major export industries, but create relatively few jobs.
- Countries need to put extra efforts at creating more favorable conditions for entrepreneurship, for the growth of smaller and more innovative firms and also for diversification of foreign investments (especially in non-resource tradables)

## 10. Project monitoring

### Kyrgyzstan

The project staff, including the M&E specialist, has been conducting monitoring activities on a regular basis using the following means:

- a) data collection from various sources, including field visits (which the team was able to resume in 2021 after a break in 2020 due to COVID-related travel restrictions), meetings with project clients and partners, phone calls, surveys/questionnaires
- b) collection of verification documents
- c) reviewing reports produced by sub-contractors.

### Tajikistan

The project has formulated its Monitoring framework and tools for monitoring of its activities and measuring the progress of results. The tools for measuring the progress of achievements of each project indicator were developed at the beginning of project implementation.

As per the monitoring plan, the project staff has conducted monitoring on regular basis and used following approaches:

- a) data collection from various sources including field visits and meetings with project clients and partners.
- b) collection of the verification docs and conducting the analyses.
- c) organization of the regular meetings including via established platforms for feedbacks/voices collection.
- d) reviewing the reports produced by sub-contractors
- e) conduction of the assessments.
- f) the results achieved were presented, discussed, and verified by stakeholders and project clients during regular stakeholder consultation meetings.

### Uzbekistan

The project has formulated its Monitoring framework and tools for monitoring of its activities and measuring the progress of results. The tools for measuring the progress of achievements of each project indicator were developed at the beginning of project implementation.

As per the monitoring plan, the project staff will conduct monitoring on regular basis and will use following approaches:

- a) data collection from various sources including field visits and meetings with project clients

- b) collection of the verification docs and conducting the analyses
- c) organization the regular meetings including via established platforms for feedbacks/voices collection
- d) reviewing the reports produced by sub-contractors
- e) conduction of the assessments.

## 11. Resources and budget

The total budget for 2018-2023 (including for Uzbekistan country component) is EUR 6,151,697.79<sup>93</sup>. Total expenditures until 31 December 2022 have reached \$6,110,286.27 (equivalent to EUR 5,273,804.95) or 85,73% of the total budget in EUR.

The total project budget for 2018-2023 (excluding Uzbekistan country component) is EUR 4,937,021.79. Total expenditure until 31 December 2022 (excluding Uzbekistan) is \$5,579,705.23 (equivalent to EUR 4,815,858.99), or 97,55% of the total budget in EUR.

The table below indicates the overall expenditure per country:

Output	Total Budget (EUR)	EXP 2018 (USD)	EXP 2019 (USD)	EXP 2020 (USD)	EXP 2021 (USD)	EXP 2022 (USD)	Total Expenditure (USD)	Total Expenditure (EUR) <sup>94</sup>	EXP ratio (EUR)
Tajikistan	2,049,840.00	198,257.96	595,013.68	558,994.74	734,814.82	276,470.42	2,363,551.62	2,039,987.93	99.52%
Kyrgyzstan	2,050,000.00	143,198.40	468,365.50	607,451.22	613,650.72	532,613.82	2,365,279.66	2,041,479.40	99.58%
Regional	837,181.79	0	26,412.68	199,225.15	323,310.33	301,925.79	850,873.95	734,391.66	87.72%
<b>Total (Without UZB)</b>	4,937,021.79	341,456.36	1,089,791.86	1,365,671.11	1,671,775.87	1,111,010.03	5,579,705.23	4,815,858.99	97.55%
Uzbekistan	1,214,676.00	-	-	-	160,173.40	370,407.64	530,581.04	457,945.96	37,70%
<b>Total (With UZB)</b>	6,151,697.79	341,456.36	1,089,791.86	1,365,671.11	1,831,949.27	1,481,417.67	6,110,286.27	5,273,804.95	85.73%

A detailed breakdown can be found in the financial report.

## 12. Annexes

Results-based progress monitoring (based on the project's logical framework and annual work plan and reporting.

<sup>93</sup> The budget consists of EUR 6,014,676 as per the project document and EUR 137,021.79 of Phase III unspent funds equivalent to \$161,012.68 at exchange rate USD/EUR 0.851 transferred to Phase IV (Regional component) to support to increase business linkages between Finland and participating countries and for other activities as per the November 2020 board decision.

<sup>94</sup> Average exchange rate USD/EUR 0.8631 was applied for conversion.

EXPECTED OUTPUTS	OUTPUT INDICATORS	DATA SOURCE	BASELINE		TARGETS (by frequency of data collection)										
			Value	Year	July- Dec 2018 Targets	July- Dec 2018 Results	2019 Targets	2019 Results	2020 Targets	2020 Results	2021 Targets	2021 Results	2022 Targets	2022 Results	Final
<b>Output 1</b> Cooperation between trade policy makers and implementers, as well as private sector entities and national export promotion agencies with a focus on promoting job rich green growth has increased on the regional level	1.1 Number of productive capacities studies that focus on environmental sustainability and job-rich growth supported and percentage of recommendations applied	Reports produced 2019: KGZ and TJK VC study jointly with KGZ and TJK 2020: Brief on megatrends 2021: 0 (research on decent jobs and informality in CA initiated)	0	2017	1	0	1	2	1	1	1	0	0	0	4
	1.2 Number of cooperation activities established between participating countries with at least 2 cooperation across activities per year	2019: 1. CATI 2. Regional conference on productive capacities 2021: 1. Annual (5 <sup>th</sup> ) regional meeting of Central Asian Working Group (CAWG) on Export Promotion of Agroproduce 2. Launch of CATI portal 3. Business Forum "Dialogue of women entrepreneurs of Kyrgyzstan-Uzbekistan" (21-22 September 2021) 4. 3 regional trainings on agricultural quality and sustainable value chains 5. 2 regional trade and export promotion trainings for SMEs and representatives of CA Trade Support Institutions 2022: 1. Annual (6 <sup>th</sup> ) regional meeting of Central Asian Working Group (CAWG) on Export Promotion of Agroproduce 2. Study tour for CA stakeholders to Austria on agroclusters and GIs 3. Regional GI Forum in	0	2017	2	0	2	2	2	0	2	5	2	3	9

	Almaty														
1.3	Number commercial or educational linkages between Finland and participating countries supported	Contracts/agreements 2019: University of Eastern Finland on quality management systems 2020: B2B tourism sectors 2021: Fam tour and B2B tourism sector 2022: Study tour to Finland on Sustainable tourism B2B Finland-Uzbekistan in Tashkent	0	2017	0	0	0	1	1	3	1	1	1	2	4

EXPECTED OUTPUTS	OUTPUT INDICATORS	DATA SOURCE	BASELINE		TARGETS (by frequency of data collection)											Final Results
			Value	Year	July-Dec 2018 Targets	July-Dec 2018 Results	2019 Targets	2019 Results	2020 Targets	2020 Results	2021 Targets	2021 Results	2022 Targets	Jan-Dec 2022 Results	Final Targets	
<b>Output 2</b>	<b>1.1. Support to market access for SMEs</b>															
Supporting an enabling environment for job-rich growth in Kyrgyzstan through	1.1.1 # of companies supported and specifically those led by women by the state agency for investment and export promotion through account-managed approach for export promotion and development (SDG 5.5, 17.11.1, 9.3.1.,8.1.1)	<i>Participants of the following exhibitions in 2022 (without duplication):</i>  - <i>ProdExpo, Moscow;</i> - <i>Import Goods Fair, Seoul;</i> - <i>AgriteQ, Doha;</i> - <i>Kyrgyzstan – Saudi Arabia Business Forum.</i>	0	2017	2	4 (2)	5(2)	7 (1)	5(2)	221(82)	5(1)	245(72)	3 (1)	28(4)	20 (6)	505 (161)
1.1 Enabling policies and regulations for inclusive and trade oriented private sector development ; 1.2 Trade support institutions that provide efficient services to the private sector. 2. More efficient and	1.1.2 Volume increase in USD of export contracts supported by the state agency for export promotion (SDG 8.1.1, 17.11.1)	<i>Results of participation of Kyrgyz companies in the following exhibitions in 2022:</i>  - <i>ProdExpo, Moscow – 0,56 mln;</i> - <i>Import Goods</i>	0	2017	0	0	1 mln	18.045	1.5 mln	1.705	2 mln	1.444	0.5 mln	5.51	5 mln	26.7 mln



competitive producers and processors contributing to sustainable human development		<i>Fair, Seoul – 0,24 mln;</i> <i>- AgriteQ, Doha – 1,1, mln;</i> <i>- Kyrgyzstan – Saudi Arabia Business Forum – 0,41 mln.</i>														
	1.1.3 # of B2B matches supported for project clients (SDG 8.1.1, SDG 17.11.1)	State agency reports (IPPA)  <i>1. ProdExpo, Moscow;</i> <i>2. Import Goods Fair, Seoul;</i> <i>3. AgriteQ, Doha;</i> <i>4. Kyrgyzstan – Saudi Arabia Business Forum.</i> <i>5. Arabian Travel Market (ATM), Dubai.</i>	2	2017	0	1	2	7	4	6	4	4	2	5	12	23
	1.1.4 Increase in volumes of export after B2B matches supported for project clients (SDG 8.1.1, SDG 17.11.1)	<i>Results of participation of Kyrgyz companies in the following exhibitions in 2022:</i>  <i>- ProdExpo, Moscow – 0,56 mln;</i> <i>- Import Goods Fair, Seoul – 0,24 mln;</i> <i>- AgriteQ, Doha – 1,1, mln;</i> <i>- Kyrgyzstan – Saudi Arabia Business Forum – 0,41 mln.</i>	0	2017	0	0.067	0	12.99	0.3 mln	0.0198	0.4 mln	1.884	1 mln	2.3	1.7 mln	17.26 mln
1.1.5 # of export caravans undertaken for all regions of Kyrgyzstan involving the government, private, civil society (including women's movements),	State agency reports	1	2017	1	1	1	0	1	1	1	1	0	0	4	3	

	public sectors as well as the donor community (SDG 17.11.1, 9.3.1)															
	1.1.6 # of developed and improved new service products of TSIs (SDG 8.1.1, 17.11.1)	State agency reports and web-site (export.gov.kg)	0	2017	5	6	10	12	0	12	10	4	0	4	25	38
	1.1.7 # of clients (female) benefited from new / improved service products provided by TSIs (SDG 5.5, 8.1.1, 9.3.1)	Data of Google Analytics on usage of the IPPA's web site export.gov.kg	0	2017	30	0	70	8519 (1696)	100	15166(8519)	120	27720(7595)	80	20577 (5995)	400	71982 (23805)
<b>1.2. Improved access to finance and technologies through</b>																
	1.2.1 # informational guides on niche products and/or products with the highest value addition detailing the latest technological information, including cost calculation, materials used, financial products and market opportunities (SDG 2.3.1, 2.4.1, 9.3.1, 15.3.1)	Report on "Analysis of green products value chain and Export opportunities in Kyrgyzstan" to be completed (Euromonitor)	0	2017	0	0	2	4	3	1	0	0	0	0	5	5
	1.2.2 # of targeted government finance products (loans) for sustainable technologies and new green economic sectors reaching at least 40% of target population,	2022: 1. factoring (RSK bank); 2. access to finance initiative for women entrepreneurs	0	2017	0	0	2	2 (in process of development)	1	0	0	0	0	3	3	5

disaggregated by sex where possible (SDG 2.3.1, 2.3.1, 2.4.1, 9.3.1, 15.3.1,)																
1.2.3 # of linkages for new green technologies connecting the private sector in Kyrgyzstan with market leaders, potentially Finnish (SDG 2.3.1, 2.3.2, , 2.4.1, 17.11.1)	Data collected from the Kyrgyz Association of Tour Operators that participated in B2B between Finnish and Kyrgyz tour operators in May 2021  1. Arrangement resulted from the B2B between Finnish and Kyrgyz tour operators in May 2021 (a contract between KyrgyzTourism and Kon-tiki Tours) 2. Linkages made during the study tour to Finland on sustainable tourism 3. Linkages made during the business mission of Finnish businesses to Kyrgyzstan	0	2017	2	1	2	0	2	1	2	3	0	3	8	8	
<b>2.1.1. Support to establishing or developing green niche products and VCs that are employment rich and have high productivity and market potential</b>																
2.1.1 # of products/VCs identified that are green and employment rich (SDG 2.3.1, 2.3.1, 2.4.1, 8.5.2, 10.2.1, 15.3.1)	Report on "Analysis of green products value chain and Export opportunities in Kyrgyzstan" (Euromonitor)	0	2017	3	0	0	3	0	0	0	0	0		3	3	
<b>2.1.2. Higher productivity and export readiness of target products/VCs through the use of innovative technologies</b>																
2.1.2.1. % increase in productivity, in identified products/VCs	Statements of VCs members:  <b><u>Disaggregation:</u></b>	0	2020	0	0	10	0	20	0	20	16	20	16	20	16%	

<p>through piloting, where productivity baselines will be defined during the assessment (SDG 2.3.1, 2.3.2, 2.4.1, 8.5.2)</p>	<p><b>Honey VC:</b>  <i>Beekeepers: 34%</i>  <i>Processing companies: 27%</i>  <i>Average: 30.5%</i>  <b>Dried fruits/vegetables and nuts VC:</b>  <i>Farmers: -25 % (bad harvest because of frosts in spring)</i>  <i>Processing companies: 27%</i>  <i>Average: 1%</i></p> <p><b>Average for both VCs: 16%</b></p> <p><b>Tourism VC:</b>  <i>Sales were taken as a proxy to production because of services nature of the VC: increase – 741% (because the baseline in 2020 was very low due to COVID’s impact on the sector)</i></p>																
<p>2.1.2.2. % increase of market penetration of selected products (SDG 2.3.1, 2.4.1, 17.11.1)</p>	<p>Statements of VCs members</p> <p><i>Average of VCs’ exports (value in USD, except for tourism) disaggregated as follows:</i>  <b>- Honey VC: 172%</b>  <i>(because 2020’s baseline was very low due to COVID-19’s implications on the ability of the beneficiaries to export honey);</i></p>	<p>0</p>	<p>2020</p>	<p>0</p>	<p>0</p>	<p>5</p>	<p>0</p>	<p>10</p>	<p>0</p>	<p>20</p>	<p>5 (without tourism) 235 (with tourism)</p>	<p>20</p>	<p>98 (without tourism) 297 (with tourism)</p>	<p>20</p>	<p>98%</p>		

		<p><b>- Dried fruits, vegetables and nuts: 24%</b></p> <p><b>- Tourism (quantity of foreign clients served): 694%</b> (because 2020's baseline was very low due to COVID-19)</p>														
2.1.2.3. % increase in income of target communities, disaggregated by sex, where possible (SDG 2.3.2, 5.5)	<p>Income sheets</p> <p><i>Average of VCs' income generation disaggregated as follows:</i></p> <p><b>Honey VC: 44 %</b> <b>Dried fruits, vegetables and nuts VC: 20.2%</b> <b>Tourism VC: 24,6 %</b></p>	0	2017	0	0	0	0	0	0	0	20	0	10	30	30	30%
2.1.2.4. # of new decent jobs created (incl. 50% for women) (SDG 8.5.2, 5.5)	<p>Employment documents</p> <p><i>61% of jobs are for women (433/262).</i></p> <p><b>Honey VC:</b> <i>in total 99 permanent jobs, out of which 27 for women (27%) disaggregated as follows:</i></p> <p><i>- Seasonal: 174 new beekeepers in total (29 for women).</i></p> <p><i>- Permanent: 12 at the processing companies (all for women)</i></p> <p><b>Dried fruits,</b></p>	0	2020	0	0	20	0	50	0	80	383(231)	50	50 (31)	200	433 (262) new jobs	

		<p><b>vegetables and nuts VC:</b>  in total 112  permanent jobs, out of which 92 for women (82%)  disaggregated as follows:  - Permanent: 56 in total (34 for women)  - Seasonal: 111 in total (116 for women)</p> <p><b>VC Tourism:</b>  in total 117  permanent jobs, out of which 65 for women (56%)  disaggregated as follows:  - Permanent: 64 in total (39 for women)  - Seasonal: 106 in total (52 for women)</p> <p><b><u>Access to finance for women-entrepreneurs:</u></b>  in total 105  permanent jobs, out of which 78 for women (74%)  disaggregated as follows:  - Permanent: 60 in total (43 for women)  - Seasonal: 90 in total (70 for women)  *It should be noted</p>																	
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		that these numbers do <u>not</u> include <b>66 jobs</b> created within the <b>Mentorship Programme</b> , and <b>26 permanent jobs</b> created within <b>Corporate Governance Programme</b> . <i>**It should be noted that interim results have been stricken through as the final number is reflected in the 2022 column (433/262)</i>														
2.1.2.5. At least 30% of activity clients are female (SDG 5.5)	VCs members' statements on staff  <b>Capacity building in three target VCs (without double counting):</b> <b>Farmers from Honey and Dried fruits, vegetables and nuts VCs: 460 in total (116 women)</b> <b>SMEs from three VCs: 395 in total (228 women).</b>	0	2020	40	0	40	0	40	100	40	38	40	40	40	40%	
<b>2.1.3 Support for women and/or youth entrepreneurs established through</b>																
2.1.3.1. # of women entrepreneurs reached in caravan promoting strong positive role models in Kyrgyzstan (SDG 5.5)	Assessment report of caravans 2019  Reports on entrepreneurship mentorship program	0	2017	0	0	1	206	1	175	0	120	0	22	2	523	
2.1.3.2. # of mentorship programmes for	Assessment report of caravans 2019	0	2017	0	0	1	1	1	0	1	1	0	1	3	3	

	female/youth entrepreneurs established and supported (SDG 5.5)	Reports on entrepreneurship mentorship program														
	2.1.3.3. # of female/youth benefitting from established programmes (SDG 5.5)	Assessment report  Women-led SMEs/farmer groups that benefitted from:  <i>The Mentorship Programme (mentees that successfully completed the programme), Access to Inclusive Finance Programme and Grant Support Programme</i>	0	2017	0	0	10	60	10	0	10	112	0	22	30	172
	2.1.3.4. % of trade support work completed within the project with a gender lens (SDG 5.5)	Project progress report internal assessment. Criteria developed	0	2017	100%	100%	100%		100%	100%	100%	100%	100%	100%	100%	100%
<b>2.1.4 Better service provision in rural areas for SME exports through capacity development</b>																
	2.1.4.1. # of farmers and SMEs benefiting from service provisions in rural areas; disaggregated by sex, where possible (no less than 30%)	Project progress report	0	2017	0	0	150	0	150	796(283)	150	465 (132)	150	506 (141)	600	1767 (556)
	2.1.4.2. % of productivity increase of farmers and SMEs in rural areas after receiving services;	Project progress report  <b><u>Disaggregation:</u></b>  <b>Honey VC:</b> <i>Beekeepers: 34%</i> <i>Processing</i>	0	2017	0	0	5	0	5	0	10	16	10	16	10	16%



		<p>companies: 27% Average: 30.5%</p> <p><b>Dried fruits/vegetables and nuts VC:</b> Farmers: -25 % (bad harvest because of frosts in spring) Processing companies: 27% Average: 1%</p> <p><b>Average for both VCs: 16%</b></p> <p><b>Tourism VC:</b> Sales were taken as a proxy to production because of services nature of the VC: increase – 741% (because the baseline in 2020 was very low due to COVID's impact on the sector)</p>															
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EXPECTED OUTPUTS	OUTPUT INDICATORS	DATA SOURCE	BASELINE		TARGETS (by frequency of data collection)											
			Value	Year	July-Dec 2018 Targets	July-Dec 2018 Results	2019 Targets	2019 Results	2020 Targets	2020 Results	2021 Targets	2021 Results	Jan - June 2022 Targets	Jan - June 2022 Results	Final Targets	Final Results June 2022
<p><b>Output 3</b> Supporting an enabling environment for job rich growth in Tajikistan through</p> <p>1.1 Enabling policies and regulations for inclusive and trade oriented private sector development; 1.2 Trade support institutions that provide efficient services to the private sector. 2. More efficient and competitive producers and processors contributing to sustainable human development</p> <p>Gender marker: GEN 2</p>	<b>1.1 Improved private sector related policies through</b>															
	1.1.1 # (male/female) of civil servants of MEDT, SCISP and other state agencies with improved capacity to provide better services to the private sector	Statistic data at HR departments of concerned state agencies	0	2017	30 (15)	31 (9)	50 (25)	66 (22)	50 (25)	9 (1)	50 (25)	0	30 (15)	138	210 (105)	<b>244 (62)</b>
	1.1.2. # of recommendations on improving policies regulating the private sector provided to the government and integrated in policies, including those which relate to women entrepreneurship (SDG	Project report	0	2017	2	4	3	26	5	18	5	1	3	4	18	<b>53</b>

8.1.1)																
1.1.3. # of centers for the provision of state services to entrepreneurs and investors established (SDG 8.1.1, 17.11.1)	State Committee on Investment and State Property management statement	0	2017	0	0	3	3	0	0	0	0	0	0	3	3	
1.1.4. # (female led) of exporters and SMEs serviced by the Centers (SDG 5.5)	Registration books of Centers	0	2017	0	0	20 (8)	0	50 (25)	800 (400)	100 (40)	750 (250)	200 (80)	460 (90)	370 (155)	2010 (740)	
1.1.5. % of increase of export volumes of exporters serviced by the Centers (SDG 8.1.1, 17.11.1)	Registration books of Centers Reports from exporters	0	2017	0	0	5	0	5	0	10	10	10	10	10	10%	
1.1.6. # of the inter-ministerial WGs to improve SD centric trade and women empowering policies supported (SDG 5.5)	Statements from leading agencies on WG	2	2017	2	3 36 (8)	2	2 26(7)	2	3	2	3	0	1	8	12	
1.1.7. # of analyses for Consultative Councils' meetings on improving business climate considering gender equality supported (SDG 5.5)	Decree on Consultative Council of TJK	0	2017	1	1	2	2	2	2	2	4	2	3	9	12	
1.1.8. # (females) of traders from bordering with KRG communities with improved knowledge on cross border trade (SDG 5.5)	Cross border trade assessment;	2700	2017	50 (25)	73 (29)	100 (50)	183 (78)	100 (50)	213 (85)	200 (100)	210 (95)	200 (100)	0	650 (325)	679 (287)	
<b>1.2. Improved access of private sector to efficient services through:</b>																
1.2.1. # of TSIs with improved and new service products (SDG 8.1.1, 9.3.1, 17.11.1) # of TSIs and SMEs participated in ISO 9001:2015 #of TSIs and SMEs participated in Trade Map and Market Access Tools	Assessment reports	5	2017	10	12 9 11	10	11 (1)	10	6	0	1	0	2	30	32	

1.2.2. # (female led) of SMEs benefiting from improved services (SDGs 9.3.1, 8.5.2)  # of SMEs received services on Development of market profile using Trade Map and Market Access tools  SMEs received services on ISO 9001:2015	Reports of TSIs	0	2017	10 (5)	12 (0) 11 (0) 1 (0)	20 (10)	14 (3)	40 (15)	41 (15)	50 (20)	28(1)	50 (20)	84 (29)	170 (70)	<b>179 (48)</b>
1.2.3. # of TSIs networks established (SDGs 9.3.1)	Reports of TSIs	1	2017	2	1	2	3	2	3	2	1	0	0	8	<b>8</b>
1.2.4. # of business links established between TSIs and international TSIs	Reports of TSIs	1	2017	0	0	2	3	2	2	2	2	0	0	6	<b>7</b>
1.2.5. # of priorities from Export promotion and increase of competitiveness state programme (EPIC) and oblasts TDPs supported (SDG 17.11.1)	Action Matrixes of EPIC and TDP	0	2017	2	2	2	4	2	1	1	4	0	4	7	<b>15</b>
<b>2.1.1 Support to establishing or developing green niche products and VCs that are employment rich and have high productivity and market potential</b>															
2.1.1 Number of products/VCs identified that are green and employment rich (SDG 2.3.1, 2.3.1, 2.4.1, 8.5.2, 10.2.1, 15.3.1)	Project progress report	0	2017	3	0	0	5/(3)	0	0	0	0	0	0	3	<b>5</b>
<b>2.1.2. Higher productivity and export readiness of target products/VCs through the use of innovative technologies</b>															
2.1.2.1. % increase in productivity of VCs members (SDG 2.3.1, 2.3.2, 2.4.1, 8.5.2)	Statements of VCs members	0	2017	0	0	10	43	15	56	20	-21	20	-5	20	<b>28</b>
2.1.2.2. % increase of market penetration of selected products (SDG 2.3.1, 2.4.1, 17.11.1)	Statements of VCs members	0	2017	0	0	5	186	10	40	20	21	20	87	20	<b>71</b>
2.1.2.3. % of increase in income of staff target VCs (SDG 2.3.2, 5.5)	Income sheets	0	2017	0	0	5	28	10	13	20	37	20	17	20	<b>23.7</b>
2.1.2.4. # of new decent jobs created (incl. 50% for women) (SDG 5.5, 8.5.2)	Staff's sheets	0	2017	0	0	20	19 (19)	80	90 (55 women)	100	148 (130 women)	100	106 (104)	300 (150)	<b>363 (308)</b>
2.1.2.5. At least 40% of activity clients are female (SDG5.5)	VCs members' statements on staff	0	2017	40	0	40	45	40	78	40	76	40	72	40	<b>71</b>
<b>2.1.3 Support for women entrepreneurs established through</b>															
2.1.3.1. Number of mentorship programmes for young female entrepreneurs established and supported (SDG5.5)	Assessment report	0	2017	0	0	1	1	1	1	1	1	0	0	3	<b>3</b>

	2.1.3.2. # of female benefitting from established programmes (SDG 5.5)	Assessment report	0	2017	20	68	60	142	100	416	100	588	100	177	380	1391
	2.1.3.3. # of female headed SMEs supported (SDG 5.5)	Agency for Statistics and its branches in regions	0	2017	2	0	6	4	6	15	8	10	2	20	24	49

EXPECTED OUTPUTS	OUTPUT INDICATORS	DATA SOURCE	BASELINE		TARGETS (by frequency of data collection)							DATA COLLECTION METHODS & RISKS	Progress				
			Value	Year	2021 Targets	2021 Results	2022 Targets	2022 Results	2023 Targets	2023 Results	Final						
<b>Output4:</b> Supporting an enabling environment for trade and private sector development in Uzbekistan through	<b>1.1 Improved private sector related policies</b>																
1.1 Enabling policies and regulations for inclusive and trade oriented private sector development;	1.1.1. # of recommendations on improving policies regulating the private sector provided to the government and integrated in policies, % recommendations include gender lens (SDG 9.3.1)	Government decrees, regulations	0	2019	30 100%	0	15 100%	15	15 100%			60 100%	Project progress reports; International rankings	2022: Recommendations on diversification of trade-related public services provision through analytical report			
1.2 Trade support institutions that provide efficient services to the private sector.	1.1.2. # of priority actions supported of the Strategy Actions on Further Development of Uzbekistan for 2017-2020, aimed at liberalization of private sector and trade development (SDG 9.3.1)	Government decrees, regulations	0	2019	4	1	1	2	1			6	Project progress reports Reports/protocols from WGs and state agencies	2021: The project supported quality policy formulation, and the strengthening of national quality infrastructure to increase export competitiveness 2022: 1.The project provided concrete recommendations to MIIT and EPA on development of export strategy and access Middle East countries through analytical report. 2.The project supported with reviewing GI			

													relevant legislation and the identification and branding of traditional origin products. As a result of the activities, GI Association of producers of Khorezm melon (selected as pilot GI value chain in Uzbekistan) was established in 2022.
1.1.3. # of business services optimized in government agencies involved in exports (SDG 9.3.1, 17.11.1, 8.1.1)	Government regulations, agencies' regulations on service provision	0	2019	3	0	1	3	1			5	Monitoring reports Regulations of concerned state agencies	2022: The project supported development of mobile application "Export portal" - the process of developing the "Export School" online platform was launched. - the project developed and launched a new website of the Export Promotion Agency with an updated design and additional functionality
1.1.4. # of roadmaps for improving selected value chains in agriculture (SDG 2.3.1, 2.3.2, 8.1.1, 9.3.1)	Project progress report	0	2019	3	0	2	1	1			6	Monitoring reports Regulations of concerned state agencies	2022: The study tour to France, Italy, and Turkey 7-15 November 2022. Roadmap on development of innovative cherry production and processing is being developed and will be provided to the Government of Uzbekistan
<b>1.2. Access of private sector to efficient services supported through:</b>													
1.2.1 # of new clients identified and served through integrated cooperation among SME export promotion institutions (SDG 17.11.1)	Assessment reports	0	2019	20	55	10	32 (7 women)	0			30	TSIs reports Assessment of TSIs Feedback forms of clients	2021: - Agency for export promotion jointly with CCI Azerbaijan organized B2B mission of 20 Uzbek producers to AZR. Export contracts signed for \$13.5 million. - Agency for export promotion jointly with CCI Tajikistan organized



													committee, National Bank of Foreign Activity in Uzbekistan, Export-import insurance company «UzbekInvest» from Uzbek side and Swedish Export Credit Corporation, Swedish Agency for Economic and Regional Growth, Business Sweden, National Board of Trade «Open Trade Gate Sweden», Swedish Institute, Developers of the platform «Verksam.se» from Swedish side), Israel
	1.2.3. # of advisory services of TSIs strengthened	Assessment reports	0	2019	12	1	5	18	5		22	TSIs reports Assessment of TSIs Feedback forms of clients	<p>2021:</p> <ul style="list-style-type: none"> <li>-Support with access of Export Promotion Agency to trade intelligence information to enhance the agencies capacities to foresight markets and navigate for better market access</li> </ul> <p>2022:</p> <ul style="list-style-type: none"> <li>-Support with Online Export School (12 topics developed, video courses)</li> <li>- study tour to Sweden for representatives of 5 TSIs of Uzbekistan where Swedish experience of support of export were studied and relevant recommendations were elaborated among TSI's of Uzbekistan.</li> <li>- support provided with access to the to market and trade intelligence information/services of the Euromonitor International company (Euromonitor will be used to enhance the EPAs and SMEs capacities to foresight markets and navigate for</li> </ul>

													better market access and develop market profiles for specific group of products)
2. More efficient and competitive producers and processors which will contribute to sustainable human development	<b>2.1.1 Support to establishing or developing green niche products and VCs that are employment rich and have high productivity and market potential</b>												
	2.1.1.1 Number of products/VCs identified that are green and employment rich (SDG 2.3.1, 2.3.1, 2.4.1, 8.5.2, 10.2.1, 15.3.1)	Project progress report	0	2019	3	1	1	3	0		4	Assessments	2021: As a result of the business trip conducted to EU on December 6-10 promotion of sprouted beans from UZB was identified as a promising for development 2022: 3 niche products/VCs identified in Fergana Valley for further support
	2.1.1.2 Number of project/VCs that are green and employment rich are supported(SDG 2.3.1, 2.3.1, 2.4.1, 8.5.2, 10.2.1, 15.3.1)	Assesemnt reports	0	2019	3	0	1	0	0		4	Feedback forms of clients	
	<b>2.1.2 Higher productivity and export readiness of target products/VCs through the use of innovative technologies</b>												
2.1.2.1# of knowledge sharing events on international practices and certification (Global GAP, GHP, HACCP) at selected areas (SDG 2.3.1)	Project progress reports	0	2019	4	2	3	2	1		7	Project progress reports	2021: 2 agrocompanies in Fergana region supported with implementation of Global GAP international standart in agricultural practices/production and further certification 2022: More than 50 agricultural firms and farms in Namangan, Andijan and Ferghana regions were supported in the implementation of the international standard Global G.A.P. to increase their competitiveness in the markets	



2.1.2.2. % increase in productivity, where productivity baselines will be defined during the assessment (SDG 2.3.1, 2.3.2, 8.1.1)	Statements of VCs members	0	2019	15	0	15	0	15		15	Assessments of the productivity levels Client feedback forms	
2.1.2.3. % increase of market penetration (sales) of selected products / clients(SDG 2.3.1, 2.4.1, 17.11.1)	Statements of VCs members	0	2019	15	0	15	30%	15		15	Assessments Trade contracts	2022: Export contracts are signed during: B2B mission to Israel, B2B mission to Latvia, (3 in the process of negotiations).
2.1.2.4. % increase in income of target communities (SDG 2.3.2, 5.5)	Income sheets	0	2019	5	0	10	0	20		20	Quality assessments Client feedback forms	
2.1.2.5. # of new decent jobs created (incl. 50% for women) (SDG 8.5.2, 5.5)	Employment documents/Staff sheets	0	2019	50 (25)	0	50 (25)	0	50 (25)		150 (75)	Monitoring reports	
<b>2.1.3 Support for women entrepreneurs established through</b>												
2.1.3.1. Number of mentorship programmes for young and female entrepreneurs established and supported (SDG 5.5)	Assessment report	0	2019	1	0	1	1	1		3	Client feedback forms	2022: Mentorship Program for women entrepreneurs in three regions of Fergana Valley finalized. 7 green niche business projects of women entrepreneurs were identified for further support with implementation
2.1.3.2. # of young / female headed SMEs supported (SDG 5.5)	TSI, Women's Committee reportss	0	2019	40	25	20	24	20		80	Project progress report Feedback forms of clients Monitoring reports	2021: - 23 women entrepreneurs and 2 representatives of Businesswomen Association were supported with participation at Organic and Natural Products Expo Dubai 2021 on December 4-9, 2021. Export contracts signed for \$3.0 million.

