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PROGRESS REPORT

2019 annual

Project	Aid for Trade for Central Asia (phase IV)
Reporting Period	January - December 2019
Date	25 th January 2020
Author	Danièle Gelz (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 progress, present the overall project situation and provide sufficient information for the Project Board to take decisions and to make recommendations.

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1. Summary

The project focuses on supporting Central Asian countries in promoting inclusive and sustainable growth patterns in rural areas and within green productive sectors. 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 in Central Asia as well as government structures to build productive capacities that are forward looking (future proof) and that address rapidly changing global market demands or climate change. The strategy is to provide support to building productive and export capacities for niche products, identified in the agricultural, agro-industrial, but also in other employment-rich and potentially green sectors, to contribute to more economically, socially and environmentally sustainable growth patterns. The project will address the development challenge outlined above through two sub-components:

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).

Regional

At the regional level, the project was working together with the project teams in Kyrgyzstan and Tajikistan to implement the research on green products which underlies all activities undertaken under phase IV. The target products were identified after a lengthy process of developing the model for calculations jointly with Euromonitor. As the products were identified, activities around productivity have now started in both Kyrgyzstan and Tajikistan. Implementation under the regional component was bundled with AfT phase III.

Kyrgyzstan

In 2019, the project continued to support an enabling environment for job-rich sustainable growth through the promotion to access to technologies and market access interventions, as well as trade and integration advisory support to the Ministry of Economy. Market access activities were undertaken in cooperation with the Investment Promotion and Protection Agency (IPPA) which is responsible for export promotion of goods and with the Department of Tourism (DoT) under the Ministry of Culture, Information and Tourism which is responsible for the promotion of tourism services.

In terms of trade policy, the project supported the Government in the development of recommendations to enhance the business environment for producers in priority sectors. The recommendations target access to finance as per the Export Development Programme of the Kyrgyz Republic. In close cooperation with the

Ministry of Economy, the project facilitated the preparation of financial programmes for export-oriented sectors including financial support mechanisms for export-oriented companies, drafted factoring service for exporters supplying goods to federal retailers of the Russian Federation (in process, jointly with the Russian Kyrgyz Development Fund).

Findings of the study on technological modernisation were presented to the Committee on Industrial and Entrepreneurship Development under the Council for Sustainable Development. As a result of the study which was developed jointly with the Chamber of Commerce, 4 guides for the priority sectors were developed.

The project also continued to support the further development of the Guarantee Fund for export-oriented production with the introduction of services on developing corporate governance systems for their clients. In 2019, the project finalised its analysis of green niche products and identified the following target products: honey, mixes of nuts and dried fruits and vegetables and adventure tourism.

The project in close partnership with GIZ and IPD (Import Promotion Desk of Germany) continued the development of online service for the export.gov.kg platform. These services will cover Export Readiness Checker, Market Briefs (opportunities), Market Profiles, Exporters' Directory.

With regards to women and youth economic empowerment, the project successfully implemented a mentorship programme for women and youth entrepreneurs in 4 target regions: Osh, Djalal-Abad, Naryn and Issyk-Kul.

Tajikistan

In 2019, the project in Tajikistan has put much efforts in supporting the creation of a network for Trade Support Institutions (TSIs). A Memorandum of Cooperation was signed between the different TSIs which is expected to facilitate the cooperation, as well as the implementation of joint projects.

The project also launched its programme in support for youth and women entrepreneurs. The programme brings together different actors working on empowering women entrepreneurs to ensure better coordination and cooperation and the creation of a strong mechanism for exchange and outreach. Several activities under the programme were already implemented.

The project also continued to support the Ministry of Economic Development and Trade, as well as the Export Agency on issues related to trade and productive capacities. Concrete recommendations and regulations were developed as a result of this support.

The work on export promotion is also ongoing with targeted interventions with large European retailers and contract negotiations with L'Oréal. B2B meetings with large European retailers for all three AfT countries were prepared and are expected to take place in the beginning of 2020. The project has identified the most exportable agri-products and has started with the development of the value chains of products identified through the green product study.

2. External factors and assumptions

The spread of the Coronavirus is likely to impact target export markets especially in China. Both Tajikistan and Kyrgyzstan have selected China as a potential export market. The likelihood in establishing increased trade links is at the moment and for the foreseeable future restricted by border closures, global logistics delays, as well as efforts to contain the virus.

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

Regional¹

At the regional level, the project was working together with the project teams in Kyrgyzstan and Tajikistan to implement the research on green products. Much research around indicators was necessary in order to ensure that issues around competitiveness, employment generation and environmental sustainability could be included. The different levels of analysis for the product identification included:

- Employment potential
 - Job created in the industry;
 - Income created;
 - Women participation rate.
- Export potential
 - World export dynamics measure;
 - Export distance for transport;
 - Share of CIS countries in the export basket;
 - Replenishment rate.
- Existing capabilities
 - Expert assessment;
 - Availability of local service providers.
- Investment requirements
 - Production cost;
 - Marketing needs;
 - Ease of starting business.

In addition to a detailed in-country value chain assessment to identify bottlenecks at the production and regulatory level, the assessment also included a market assessment targeting China, EU and Russia. The market assessment includes the following categories:

- Global tariffs assessment;
- Value of import of target product per destination country;
- Growth of target product per destination country;
- Distance between target country and destination country;

¹ Funding for the regional work with Euromonitor was provided by phase III of the Aid for Trade project. As this is relevant to the implementation in Tajikistan and Kyrgyzstan under phase IV, the work undertaken is mirrored in the report of phase IV.

- Trend in global retail sales of target product.

Kyrgyzstan

In 2019, the Investment Promotion and Protection Agency (IPPA) continues to provide account-managed services to export companies. IPPA is currently in the process of launching new online services based on the trade portal (export.gov.kg) developed jointly between UNDP, GIZ and the German Import Promotion Desk. The following services were developed in 2019:

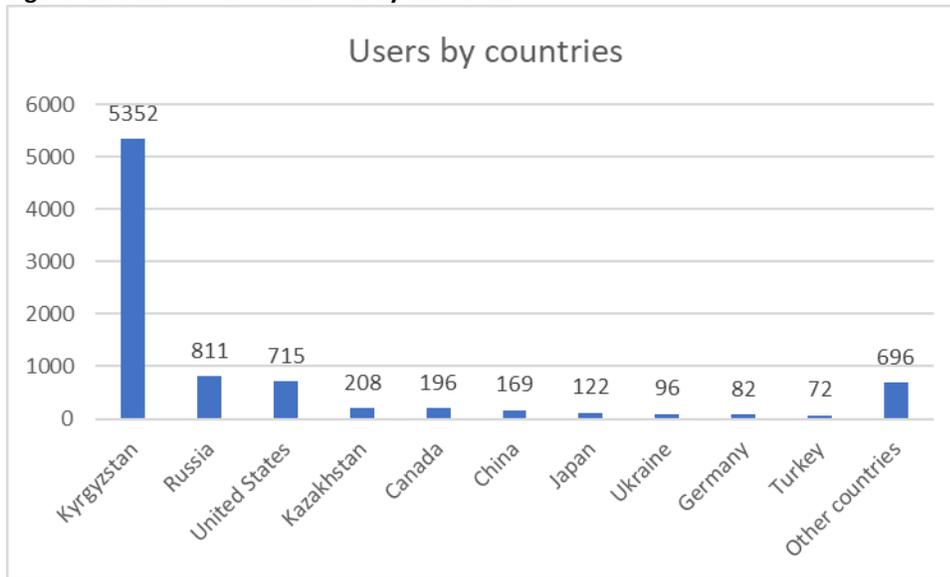
- **Export readiness checker (1):** The checker is a self-assessment through an online test which has 7 steps and 18 questions. As a result, exporters can find relevant information in the form of brief descriptions and references. <https://export.gov.kg/ru/for-exporters/readiness-check>
- **Market opportunities (7):** 7 “Market Opportunities” reports developed. https://export.gov.kg/ru/for-exporters/analytics/market_opportunity
- **Video on market opportunities:** 7 short video files on market opportunities. https://export.gov.kg/ru/for-exporters/analytics/market_opportunity
- **Market profiles (6):** 6 reports were developed for priority markets and priority products:
 - o Women blouses for the Russian Federation; <https://export.gov.kg/ru/for-exporters/analytics/s/profil-rynka-zhenskikh-bluzok-rossii>
 - o Pickled vegetables for the Russian Federation; <https://export.gov.kg/ru/for-exporters/analytics/s/profil-rynka-marinovannogo-assorti-rossiyskoy-federatsii>
 - o Beans for Bulgaria; <https://export.gov.kg/ru/for-exporters/analytics/s/profil-rynka-fasoli-bolgarii>
 - o Sheep meat for the UAE; <https://export.gov.kg/ru/for-exporters/analytics/s/profil-rynka-myasa-melko-rogatogo-skota-obedinennykh-arabskikh-emiratorv-oe>
 - o Honey for China; <https://export.gov.kg/ru/for-exporters/analytics/s/profil-rynka-meda-kitaya>
 - o Walnuts for Germany. <https://export.gov.kg/ru/for-exporters/analytics/s/profil-rynka-gretskikh-orekhov-germanii>
- **Online service providers catalogue (1):** 85 profiles of service providers were entered into an online database. <https://export.gov.kg/ru/for-exporters/services-providers>
- **Export Caravan web-page (1) :** <https://export.gov.kg/ru/for-exporters/export-caravan>
- **Online database of Kyrgyz producers (1):** 105 profiles of Kyrgyz producers were entered into an online database. <https://export.gov.kg/ru/for-importers/exporters>
- **Webpage “Why Kyrgyzstan?” (1):** <https://export.gov.kg/en/for-importers/p/why-kyrgyzstan>

By June 30, 1,750 users visited the export.gov.kg. By the end of 2019, with the launch of new services, the site registered users achieved 8,519 (4.8-fold increase).

Table. Statistics on export.gov.kg in 2019. Source: Reports from Google Analytics

Number of users	8,519
Sessions	14,339
Pageviews	43,755
Female rate	54.25%
Male rate	45.75%

Figure. Users of EXPORT.GOV.KG by countries



In June 2019, the project jointly with the UNDP-Russia platform conducted a workshop with staff of IPPA on international business to business services (internal regulation of IPPA on business matching services). A 2-day workshop for other TSIs, such as the Chamber of Commerce, JIA business association, Regional Investment Councils and others also took place.² In total 33 people (18) participated in the workshops.

In 2019, IPPA was delegated by the Government as the national agency responsible for the REX-system of the EU. The REX-system is a global registration system of exporters to EU markets. The project jointly with GIZ supported capacity development of the agency to support exporters registration and verification process. In July-October 2019, the project conducted 1 ToT for TSIs and 2 workshops for exporters from all regions (Bishkek 46(16) and Osh 52(16)).³

On 5-6 March 2019, IPPA arranged a trade mission to Novosibirsk for 13 (3 women-led) agri producers, food processing companies, textile & clothing companies and one industrial company. The companies met with Russian retailers “Rich Family”, “Sibirskiy Gigant”, “Bystronom”, “Prodmassiv Sibir”, “Prodsib”, “Lenta”, “Metro Cash & Carry”, “Magnit”. Based on this mission, IPPA arranged an inward trade mission on 28-29 March of 3 Russian retail companies which visited 7 Kyrgyz companies to check production processes.

The project continues to support business matching activities in partnership with IPPA.

² <https://export.gov.kg/ru/for-exporters/news/51>

³ <https://www.kg.undp.org/content/kyrgyzstan/en/home/presscenter/pressreleases/2019/09/supporting-local-exporters-in-the-transition-to-rex-system.html>

<https://export.gov.kg/ru/for-exporters/news/49>

<https://export.gov.kg/ru/for-exporters/news/54>

Table. Summary on export contracts and deliveries supported⁴

Export contracts	USD 18.045 mln
Actual export delivery	USD 12.990 mln

On 27 March, the project supported a Kyrgyz-Russian business matching. 31 companies participated in the exhibition supported by the project. As a result, 8 companies signed export contracts for USD 16.9 mln and 1 MoU was signed between 2 associations.

Actual export contracts amounted to USD 12.154 mln:

- 1) A cheese producer exported USD 5.6 mln to Moscow (Russia);
- 2) 2 fresh fish producers exported USD 3.5 mln to Novosibirsk region (Russia);
- 3) Textile producer exported USD 1.5 mln;
- 4) Exporter of potato and carrot exported USD 1.4 mln;
- 5) Vegetables exporter exported USD 0.143 mln
- 6) Agri exporter exported USD 0.011 mln (cabbage).
 - a. Canned vegetables producer signed export contract (delivery expected in 2020 to Orenburg region (Russia)).

In September 2019, the project supported IPPA with the participation of Kyrgyz exporters to the Worldfood Moscow exhibition. 11 food producers and exporters participated in the exhibition.⁵ As a result, 6 companies signed contracts for USD 22 000.

Actual export amounted to USD 552 000:

- 1) Agri processing company exported beans for USD 170 000 (Russia) and USD 50 000 (Macedonia);
- 2) Agri processing company exported mung beans and white beans for USD 328 000 (Azerbaijan);
- 3) Food processing company sent a sample delivery for USD 3000 (Russia);
- 4) Fish producer sent sample delivery worth USD 1000 (Russia).
 - a. Juice and non-alcoholic drinks producer signed export contract USD 22 000.

In November 2019, the project supported the IPPA with the participation of Kyrgyz exporters to the Foodexpo Qazaqstan exhibition. 13 food producers and exporters participated in the exhibition.⁶ As a result, 4 companies signed contracts for USD 1.123 mln.

Actual export amounted to USD 0.122 mln

- 1) A processor of dried fruits and nuts sent a sample delivery of USD 0.004 mln (Kazakhstan);
- 2) Dairy company exported milk products for USD 0.092 mln (Kazakhstan);
- 3) Canned vegetables producer exported products for USD 0.026 mln (Kazakhstan).
 - a. Juice and non-alcoholic drinks producer signed export contract (no predefined sum of contract).

Additionally, IPPA reported that based on exhibition in 2017 and 2018 to Almaty actual export in 2019 amounted to USD 0.162 mln:

- 1) Herbal teas producer exported goods worth USD 5 700;

⁴ Source: IPPA reports

⁵ <https://export.gov.kg/ru/for-exporters/news/55>

⁶ <https://export.gov.kg/ru/for-exporters/news/59>

- 2) Canned vegetables producer exported goods worth USD 52 500 through a distributor in Almaty region;
- 3) A juice producer exported goods worth USD 104 000.

The project started to support the Department of Tourism under the Ministry of Culture, Information and Tourism to conduct business matching in tourism services. 9 companies participated in 4 roadshows in the UAE, Oman, Bahrain and Kuwait. These nine companies are now negotiating with potential partners for tour packages to Kyrgyzstan, with expected contract conclusion to be held in 2020. The project is also working on business matching with partners in Finland.

The project supported the Ministry of Economy in the development of financial products (loans) for green economic sectors. As a result of this support the Ministry submitted the Programme of Preferential Financing of Export-Oriented Sectors to the Government.

Another dimension of the work is the development of supportive financial tools for exporters who trade with Russian federal retailers, namely factoring of export supplies. Based on this advisory support, it was expected that the Russian Kyrgyz Development Fund will launch a financial factoring service. The main target is to increase current assets turnover for export contracts through shorten delay of payments.

The project also worked on supporting women entrepreneurs through two main activities:

- Mentorship programme for women and youth entrepreneurs;
- Women's Entrepreneurship Day Conference.

In 2019, UNDP established a mentorship programme for women and youth entrepreneurs in Osh, Dajal-Abad, Naryn and Issyk-Kul Oblasts. Total number of participants was 216 (206 women). 60 mentees (56 women) and 36 mentors (35 women) participated in the programme until the end. <https://www.facebook.com/forum.kurak/videos/1646194435525541/>. Mentors were requested to participate in in-depth training programmes, mentees participated in four main trainings: 1) Basics of financial literacy, 2) Business modelling, 3) Marketing, 4) How to apply for financing. 2 new companies were established as a result of the mentorship programme.

In November 2019, the project supported the Women's Entrepreneurship Day Conference.⁷ The Prime-Minister of the Kyrgyz Republic, Mr. Mukhammedkalyi Abylgaziev participated and highlighted the Government's key priorities for women entrepreneurship. Over 500 representatives of the private sector participated in the Conference. During the conference, representatives of women entrepreneurship organisations from Central Asia discussed opportunities for regional cooperation.

Tajikistan

The project continues to support the Government in its efforts to improve the business climate. The State "Center for the Formation and Development of Entrepreneurship" (SC FDE) with four regional branches which integrate also the Centers for Servicing Entrepreneurs and Investors was established.⁸ The SC FDE is expected to ensure more efficient and transparent services to both entrepreneurs and investors. In 2019, the project supported the institutionalisation and coordination of the work of the SC FEDE through an inter-ministerial WG composed of representatives from the Ministry of Internal Affairs, Architecture and

⁷ <https://www.kg.undp.org/content/kyrgyzstan/en/home/presscenter/pressreleases/2019/11/kyrgyzstan-marks-world-women-s-entrepreneurship-day.html>

⁸ Evidence source: Decree number 624 for the establishment of the SC FDE was adopted on 31 December 2018 and the SC FDE was registered (the registration number 0281066) on 10 of April 2019

Construction Committee, Customs Service, Committee of Environmental Protection, Food Safety Committee, State Statistic Agency, State Committee on Investments (SCISPM), Tax Committee, Ministry of Justice and others. The project also contributed to the physical establishment of the centres with equipment. By the end of 2019, five centres were established and three directly supported by the project.

The project also supported the government with 18 recommendations to various policy documents which resulted in the formulation of the Law on State Services⁹ and 4 by laws¹⁰.

The project in cooperation with ITC and OSCE supported the Ministry of Economic Development and Trade in the development of a national trade portal.¹¹ 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. The project also supported an awareness campaign on the portal in all regions of Tajikistan.

The project also supported the establishment of an Association of Women Entrepreneurs in the Khatlon Region and related capacity development activities, as well as the elaboration of the Regional Economic Development Programme of Khatlon region. The Association of Women Entrepreneurs was established in May 2019 and a 3-year capacity building road map for the Association of Women Entrepreneurs was developed jointly with relevant stakeholders and adopted by members of the association.

In 2019, three trainings were conducted for cross-border traders on border crossing and trade rules, and procedures for customs and taxation. The trainings targeted traders from Isfara, Bobojon Gafurov, Khistevarz, Ovchikalacha, Vorukh, Surkh, Chorkuh and Lakkon and covered over 183 (78 women) traders. During the second half of 2019, the project started replicating these activities along the border with Uzbekistan. During November - December 2019, the project conducted several focus group meetings in all bordering with Kyrgyzstan and Uzbekistan districts and identified needs in awareness rising and knowledge, which the project will address in 2020.

With regards to the work on strengthening Trade Support Institutions (TSIs), the project supported the development of a Memorandum of Cooperation uniting TSIs/consulting companies in Tajikistan. The Memorandum will facilitate the exchange of information between the different TSIs, as well facilitate the implementation of joint projects. The Memorandum was signed on the 24 April 2019 by 31 TSIs. In order to support the development of services, the project also supported the development and establishment of an e-platform (www.consulting.tj) which provides information about existing service providers working on SME development, as well as export and trade. The service provider Neksigol Mushovir, which the project also worked with under phase III, has agreed to be the main administrator of the site. The platform was launched in August 2019. The ultimate aim is to expand the platform regionally. In August 2019, a study tour of 11 Tajik TSIs to Kyrgyzstan was organised by the project. A memorandum of cooperation was signed with 8 Kyrgyz TSIs. Since the signature of the Memorandum in Tajikistan, several TSIs have started to increase their cooperation nationally and regionally. The service provider MIS concluded a memorandum with SGS company (Uzbekistan) on further collaboration. The certifying body "Cert International" based in Tashkent will work together with Tajik companies to provide certifying services and open a branch in Tajikistan. Unison Group which is an advisory company based in Kyrgyzstan will

⁹ Adopted by the Government on 27.11.2019.

¹⁰ 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.

¹¹ www.tajtrade.tj

work with Tajik TSIs to expand the portfolio. In total 11 TSIs from Tajikistan signed memorandums with TSIs from Kyrgyzstan.

Two of the TSIs supported by the project previously on quality management systems, have started to provide expert services on ISO 9001:2015.¹² As a result of the introduction of ISO9001 at "Ariana Metal Plast" LLC the organizational structure of the company was changed, 2 new departments were created and 6 (all women) new jobs created. A second company, ADL is also expected to receive certification by May 2020. TSI Neksigol Mushovir provided services on how to develop a market/trade map for Uzbekistan for an ice-cream producer. TSI Business Consulting developed a market/trade map for two companies. The market/trade map is based on a methodology and tools developed by the International Trade Center.¹³ Under phase III, the project put extensive efforts to share the approach and data availability with the private sector in all three countries.

During the second half of 2019, the project organised a training on veterinary, phytosanitary requirements and certification, quality control and technical regulations of the EAEC for 11 (6 new) TSIs resulting in new services provided to the private sector. For example, TSI "Neksigol Navovar" provided training services to 3 Dekhkan Farms (30 members) in the Khatlon region on lemon exporting requirements to EAEC countries.

With regards to export promotion, negotiations with EU retailers are ongoing. Much interest exists for organic products in possession of the EU Green Leaf certification and FSSC standard. On 7-9 May 2019, representatives of 5 Tajik SMEs working with dried fruits participated at "VitaFoods Europe". During the exhibition, 2 meetings were conducted with Aldi and REWE groups in Germany and the European Cosmetic Brand working with Channel and L'Oréal Group. 1 contract was signed with LLC Avalin/Natfood and a Lithuania based trader. Negotiations with Karl Fazer, Nestle, Migros, Coop, K-Market and S-Markets groups, and other trading companies are continuing with a second mission planned for early 2020.

The study on green products conducted at the regional level jointly with Euromonitor, has identified the following target products for Tajikistan:

- Mixed dry fruits and nuts;
- Apricot kernel oil;
- Peanut butter;
- Honey;
- Mung beans.

On 7 June 2019, the project organised a validation workshop to ensure user-led input for the green product methodology and the target products. The project conducted several stakeholder consultation meetings in all regions of Tajikistan. In October 2019, the project started working in three target value chains, focusing on increasing productivity and exports. So far productivity was increased by 43% and value chain members exported over 3,500 tons for USD3,845mln. The project organised trainings for 326 (146 women) farmers in target regions and built their capacity on: peanuts cultivation and main factors of increasing yields, harvesting and post-harvesting apricot practice, Global GAP, mung beans cultivation, diseases and pest management, wintering of bee families etc.

¹² ISO 9001:2015 is an internationally recognised standard that specifies requirements for a quality management system. It is used to demonstrate that production can consistently meet certain standards.

¹³ <https://www.trademap.org/Index.aspx>

The project kick started its support for women and youth entrepreneurs with the development of a new support programme. Lead NGOs and business association involved with women entrepreneurs were involved in this process (40 (34 women)). The main priorities of the programme include:

- Creation of new jobs for women through the provision of investments to small and medium-sized enterprises headed by women,
- Capacity development of women entrepreneurs for business-based skills;
- Advocacy on opportunities for women entrepreneurs;
- Confidence building;
- Knowledge exchange between women entrepreneurs.

Entrepreneurs (10 (9 women)) from Khatlon and DRS participated in a study visit to Sughd in June 2019. The main aim of the study tour was to facilitate knowledge exchange between different regions and share best practices in terms of entrepreneurship. In October 2019, the project organized a study tour to Namangan and Osh regions for 11 women entrepreneurs focused NGOs. The women entrepreneurs shared their experience in their respective countries, including on services and support provided by national bodies.

The project has also been tracking productivity increase with producers that have received focus attention. The five focus producers in dried fruits and nuts have increased their productivity on average by 43% (year on year/ average not weighted). The increase is substantial and can also be explained by a very strong harvest. Salaries of staff at the focus producers rose by 28% (local currency).

Five grants for women led companies were implemented and resulted in 46 new jobs by end of 2019. In total in 2019, the project supported 142 women through various capacity building events and grants. This included 10 (8) people participating in a study tour to the Sughd region to share experiences on women entrepreneurs, as well as social mobilization and entrepreneurship, 11 women participated to a study tour to the Namangan region in Uzbekistan and Osh region in Kyrgyzstan to learn about civil and public sector support provided to women entrepreneurs. In addition, 81 women farmers participated in a training on mung beans and 5 women head of Dekhan farms participated in a study tour to Uzbekistan on mung bean growing methods.

4. Cross-cutting objectives

In Kyrgyzstan, the project launched its entrepreneur mentorship programme for women and youth. In Tajikistan, the project launched its programme in support of women entrepreneurs that includes capacity development, network, coordination and investment components. The two interventions form part of a targeted approach to work on gender equality issues under phase IV. The project has also developed a gender lens definition and approach for its interventions. Details of which can be found under the phase III mid-year report.

In Tajikistan, the project launched a dedicated women entrepreneurs programme jointly with lead support organisations. In total, 142 women entrepreneurs/producers were involved in the activities of the programme in 2019.

5. Risks and opportunities update

Kyrgyzstan:

Description	Type	Activities for treatment
Changes in trade: The Central Bank of Russia limited money transfers to Kazakhstan, Kyrgyzstan, China and Vietnam. For business transfers to Kyrgyzstan the monthly limit equals 100 thousand. RUR (or about USD 1,500). Most traders are not registered in Russia. This might have an adverse impact on small traders, as well as the garment industry. Potential impact on the project is decrease of exports to Russia of small traders.	Regulatory	<i>The project targets larger sized contracts.</i>
Covid-19	Operational Strategic	<i>The coronavirus is likely to disrupt planned activities in Asia and Europe as well as market penetration targets in Asian and European markets. Limitation already are in place in terms of goods flows, as well as possibilities to organise B2B meetings. The project has put on hold all potential meetings/workshops as per national recommendations.</i>

Opportunities in partnerships: Adventure tourism was identified as one of the potential green niche products. As a result, the project intends to develop a partnership with the Department for Tourism under the Ministry of Culture, Tourism and Information of the Kyrgyz Republic. In addition, Jogorku Kenesh (Parliament of KR) adopted changes in the legal framework related to air connections. The Department of Tourism is working on attracting new air companies through the open skies policy.

In addition, the project has assessed the financial environment for SMEs in rural areas. Hybrid financing (loans + investment) were assessed as a better alternative to a full grant approach in line with the project document and the Wider Europe Initiative evaluation recommendation (2016). Closer collaboration with GIZ, Agha Khan Foundation and other financial service provider will be required for implementation

Opportunities for trade expansion: On February 2019, the Russian Federal Service for Veterinary and Phytosanitary Surveillance removed the ban on meat products from Kyrgyzstan. This regulatory change will most likely increase export of fresh meat and processed food containing meat and positively impact on income of rural population. IPPA will most likely receive more requests to export meat products to Russia.

A new agreement on bilateral cooperation between the EU and the Kyrgyz Republic was discussed and drafted with the expected endorsement date to be in 2020. The agreement covers 3 main areas: political, trade and economic cooperation.

Tajikistan:

Description	Type	Activities for treatment

<p>Increasing risk through complex coordination: Establishing the Center of Entrepreneurs requires complex navigation at three levels – procedural, institutional and budgetary.</p>	<p>Organizational</p>	<p><i>Strong leadership from the central level is required to make the centers functional and viable, in addition, the coordination between separate agencies, as well as the corresponding budget allocation will be key to ensure the functioning and sustainability of the Centers. In order to address this risk, the project facilitated cooperation with the Entrepreneurship Development Fund in Kazakhstan in order to share best practice in establishing the Entrepreneur Centers in Kazakhstan.</i></p>
<p>Covid-19</p>	<p>Operational Strategic</p>	<p><i>The coronavirus is likely to disrupt planned activities in Asia and Europe as well as market penetration targets in Asian and European markets. Limitation already are in place in terms of goods flows, as well as possibilities to organise B2B meetings. The project has put on hold all potential meetings/workshops as per national recommendations.</i></p>

All other risks identified in the project continue to be monitored and no changes were monitored.

6. Resources and budget

A detailed breakdown can be found in the financial report.

7. Annexes

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

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
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	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	0	2017	1	0	1	2	1		1		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	0	2017	2	0	2	2	2		2		0		8
	1.3 Number commercial or educational linkages between Finland and participating countries supported	Contracts/agreements 2019: University of Eastern Finland on quality management systems	0	2017	0	0	0	1	1		1		1		3

EXPECTED OUTPUTS	OUTPUT INDICATORS	DATA SOURCE	BASELINE		TARGETS (by frequency of data collection)							DATA COLLECTION METHODS & EVIDENCE
			Value	Year	July- Dec 2018 Targets	July- Dec 2018 Results	2019 Targets	2019 Results	2020 Targets	2021 Targets	Jan -June 2022 Targets	
Output 2 Supporting an enabling environment for job-rich growth in Kyrgyzstan through 1.1 Enabling policies and regulations for inclusive and trade oriented private sector	1.1. Support to market access for SMEs											Project progress report 2018, Customer assessment
	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	State agency reports: 2018 annual and mid-year 2019 export.gov.kg official website of IPPA on export promotion and development	0	2017	2	4 (2)	5(2)	7 (1)	5(2)	5(1)	3 (1)	

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	export promotion and development (SDG 5.5, 17.11.1, 9.3.1.,8.1.1)	Report of IPPA 2018											
	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)	State agency reports: mid-year 2019 export.gov.kg official website of IPPA on export promotion and development Report of IPPA 2018	0	2017	0	0	1 mln	18.045	1.5 mln	2 mln	0.5 mln	5 mln	Project progress reports Customer assessment
	1.1.3 # of B2B matches supported for project clients (SDG 8.1.1, SDG 17.11.1)	State agency reports: 2018 annual and mid-year 2019 Business associations' reports export.gov.kg official website of IPPA on export promotion and development Report of IPPA 2018	2	2017	0	1	2	7	4	4	2	12	Project progress reports Customer assessment
	1.1.4 Increase in volumes of export after B2B matches supported for project clients (SDG 8.1.1, SDG 17.11.1)	State agency reports: 2018 annual and mid-year 2019 Business associations' reports export.gov.kg official website of IPPA on export promotion and development Report of IPPA 2018	0	2017	0	0.067	0	12.99	0.3 mln	0.4 mln	1 mln	1.7 mln	Project progress reports Customer assessment

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 (SDG 17.11.1, 9.3.1)	State agency reports. BTOR project staff member 2019 export.gov.kg official website of IPPA on export promotion and development Report of IPPA 2018	1	2017	1	1	1	0	1	1	0	4	Feedback forms of clients Monitoring reports
1.1.6 # of developed and improved new service products of TSIs (SDG 8.1.1, 17.11.1)	State agency reports: 2018 annual and mid-year 2019 Report of IPPA 2018	0	2017	5	6	10	12	0	10	0	25	TSIs reports Assessment of TSIs
1.1.7 # of clients (women) benefited from new / improved service products provided by TSIs (SDG 5.5, 8.1.1, 9.3.1)	State agency reports: mid-year 2019 TSIs reports	0	2017	30	0	70	8519 (1696)	100	120	80	400	TSIs reports Assessment of TSIs
1.2. Improved access to finance and technologies through												
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	0	0	5	Project progress report Monitoring reports
1.2.2 # of targeted government finance products (loans) for sustainable	In progress, staff member involved once codified, codification number	0	2017	0	0	2	2 (in process of development)	1	0	0	3	Project progress report Feedback forms of clients

	technologies and new green economic sectors reaching at least 40% of target population, disaggregated by sex where possible (SDG 2.3.1, 2.3.1, 2.4.1, 9.3.1, 15.3.1,)	will be provided											Monitoring reports
	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 companies that participated 2018. export.gov.kg official website of IPPA on export promotion and development Report of IPPA 2018	0	2017	2	1	2	0	2	2	0	8	Project progress report Monitoring reports
2.1.1. Support to establishing or developing green niche products and VCs that are employment rich and have high productivity and market potential													
	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	3	Assessments
2.1.2. Higher productivity and export readiness of target products/VCs through the use of innovative technologies													
	2.1.2.1. % increase in productivity, in identified products/VCs through piloting, where productivity baselines will be defined during the assessment (SDG 2.3.1, 2.3.2, 2.4.1, 8.5.2)	Statements of VCs members	0	2017	0	0	10	0	20	20	20	20	Assessments of the productivity levels Client feedback forms
	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	0	10	20	20	20	Assessments Trade contracts

2.1.2.3. % increase in income of target communities, disaggregated by sex, where possible (SDG 2.3.2, 5.5)	Income sheets	0	2017	0	0	0	0	0	0	20	10	30	Quality assessments Client feedback forms
2.1.2.4. # of new decent jobs created (incl. 50% for women) (SDG 8.5.2, 5.5)	Employment documents	0	2017	0	0	20	0	50	80	50	200	Monitoring reports	
2.1.2.5. At least 30% of activity clients are women (SDG 5.5)	VCs members' statements on staff	0	2017	40	0	40	0	40	40	40	40	40	Monitoring reports
2.1.3 Support for women and/or youth entrepreneurs established through													
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	0	0	2	Project progress report	
2.1.3.2. # of mentorship programmes for women/youth entrepreneurs established and supported (SDG 5.5)	Assessment report of mentoring programme 2019 Reports on entrepreneurship mentorship program	0	2017	0	0	1	1	1	1	0	3	Client feedback forms	
2.1.3.3. # of women/youth benefitting from established programmes (SDG 5.5)	Assessment report	0	2017	0	0	10	60	10	10	0	30	Client feedback forms	
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%	Project progress report Feedback forms of clients Monitoring reports

2.1.4 Better service provision in rural areas for SME exports through capacity development													
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	150	150	600	Feedback forms of clients	
2.1.4.2. % of productivity increase of farmers and SMEs in rural areas after receiving services;	Project progress report	0	2017	0	0	5	0	5	10	10	10	Monitoring reports	

EXPECTED OUTPUTS	OUTPUT INDICATORS	DATA SOURCE	BASELINE		TARGETS (by frequency of data collection)								DATA COLLECTION METHODS & RISKS
			Value	Year	July- Dec 2018 Targets	July- Dec 2018 Results	2019 Targets	2019 Results	2020 Targets	2021 Targets	Jan -June 2022 Targets	Final	
Output 3 Supporting an enabling environment for job rich growth in Tajikistan through 1.1 Enabling policies and regulations	1.1 Improved private sector related policies 1.1.1 # (man/woman) of civil servants of MEDT, SCISP and other state agencies with improved capacity to provide better services to the private sector	2018:1. LoP of training on rationale, functional analysis and capacity building related to establishing service centers for entrepreneurs (SC FDE) and investors from 17 - 21. 12. 2018 2019: 2 surveys	0	2017	30 (15)	31 (9)	50 (25)	66(22)	50 (25)	50 (25)	30 (15)	210 (105)	Assessments LoP verified by state agencies Project progress reports

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	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 8.1.1)	2018: 1. Decision of CC meeting dated by 7th of December 2018 2019: 2. Charter of the AWEKR approved on 30.04.2019 Decree/Registration # 0277288 3. Charter of State Institution "Formation and development of entrepreneurship" registered on 10.04.2019 with #0210026915 and 0281066 2019: Government Decree #624 on establishing the State Institution for the "Formation and Development of Entrepreneurship" (SC FDE) and its Centers for Servicing Entrepreneurs and Investors was adopted on 31 December 2018	0	2017	2	4	3	26	5	5	3	18	Project progress reports Reports/protocols from WGs and state agencies
Gender marker: GEN 2	1.1.3. # of centres for the provision of state services to entrepreneurs and investors established (SDG 8.1.1, 17.11.1)	2019: 1. Decree on establishment of State Center for the "Formation and Development of Entrepreneurship" adopted on 31.12.2018 2. Charter of State Institution "Formation and development of entrepreneurship", registered on 10.04.2019 with #0210026915	0	2017	0	0	3	3	0	0	0	3	Monitoring reports Decrees from concerned state agencies
	1.1.4. # (women led) of exporters and SMEs serviced by the Centres (SDG 5.5)	Registration books of Centres	0	2017	0	0	20 (8)	0	50 (25)	100 (40)	200 (80)	370 (155)	Feedback forms of clients Monitoring reports

1.1.5. % of increase of export volumes of exporters serviced by the Centres (SDG 8.1.1, 17.11.1)	Registration books of Centres Reports from exporters	0	2017	0	0	5	0	5	10	10	10	Feedback forms of clients Monitoring reports
1.1.6. # of the inter-ministerial WGs to improve SD centric trade and women empowering policies supported (SDG 5.5)	2018: 1. LoP of WG on Establishing the Single Centres for Servicing Entrepreneurs and Investors in the Tajikistan dated 26.11.2018 2. Minutes and LoP of WG on Development of TDP of Khatlon region dated 23.11.2018 3. LoP and work plan of WG on Improving business climate in Khatlon region with consideration of gender equality dated 11.09.2018 2019: 1. Decision on establishing a WG on Elaboration of Law on State Services dated 18.03.2019 2. Minutes of WG Meeting on establishment of the Association of Women entrepreneurs of Khatlon region dated 30.04.2019 3. Meeting notes of the WG on development of REDP of Khatlon region	2	2017	2	3 36 (8)	2	2 26 (7)	2	2	0	8	Project progress report WGs protocols and reports
1.1.7. # of analyses for Consultative Councils' meetings on improving business climate considering gender equality supported (SDG 5.5)	2018: 1. Consultative Council of Khatlon region meetings minutes dated on 11.09.2018 2. Decision of CC meeting dated 7th of December 2018 2019: 3. Decree №1 18.09.2019 adoption of	0	2017	1	1 2 (47 total, 36 women) 2 (8 total, 5 women)	2	2	2	2	2	9	Reports from Consultative Councils

	recommendations and instructions for their implementation; 4. Decree №286 10.06.2019 adoption of Regional Entrepreneurship Development Programme (REDP) for Khatlon region;												
1.1.8. # (women) of traders from bordering with KRG communities with improved knowledge on cross border trade (SDG 5.5)	2018: LoPs of trainings in Isfara and Gafurov districts dated by 22-28th of Nov. 2018 2019: LoPs of trainings on: "Transporting items by individuals and the procedures for their customs clearance", "Taxation rules of private entrepreneurs operating on the basis of a patent or certificate", "Review of the related legal normative documents" dated on 2-5th of May and 21-22 of June, 2019	2700	2017	50 (25)	73 (29)	100 (50)	183 (78)	100 (50)	200 (100)	200 (100)	650 (325)	Project progress report Feedback forms of clients Monitoring reports	
1.2. Improved access of private sector to efficient services through:													
1.2.1. # of TSIs with improved and new service products (SDG 8.1.1, 9.3.1, 17.11.1)	2018: 1. LoP of trainings on Trade Map and Market Access Map (9) 2. LoP of trainings on ISO 9001:2015 (11) 2019: LOP of the training on EAEC technical regulations (11 TSIs), dated on 16-18 October 2019 and 29-30 October 2019	5	2017	10	12	10	11 (1)	10	0	0	30	TSIs reports Assessment of TSIs	

1.2.2. # (women led) of SMEs benefiting from improved services (SDGs 9.3.1, 8.5.2)	<p>2018: Product profiles developed for SMEs by representatives of 1) LLC "Harif", 2) LLC "Rushd", 3) AESC/TEPC, 4) MAPEST, 5) PO "Markazi idorakunii sifat", 5) CCI of Sughd Region, 7) LLC "Mushovir", 8) LLC "Business Consulting", 9) LLC "Apricot and Co", 10) LLC "Isfara Food", 11) LLC "Oro Isfara"</p> <p>Feedback received from 12) PO "MIS" face to face survey</p> <p>2019: 1) Feedback received from PO "MIS" and LLC "ISD Consulting" through email</p> <p>2) Reports from participating TSIs and verification (sample) by project</p>	0	2017	10 (5)	12 (0)	20 (10)	14 (3)	40 (15)	50 (20)	50 (20)	170 (70)	Project progress report Feedback forms of clients Monitoring reports
1.2.3. # of TSIs networks established (SDGs 9.3.1)	<p>2018: 1. Meeting minutes and LoP dated Dec. 5, 2018</p> <p>2019: 1. A memorandum on establishing platform/network between local TSIs signed on 24.04.2019. 2. E platform for TSIs www.consulting.tj created 3. MoC between 11 TSIs of TJK and 8 TSIs of KGZ signed on 08 August 2019.</p>	1	2017	2	1	2	3	2	2	0	8	Project progress report Monitoring reports
1.2.4. # of business links established between TSIs and international TSIs	<p>2019: 1. PO MIS concluded MOU with SGS (Uzb) 2. PO MIS agreement with Certifying Body "Cert International" 3. PO MIS collaboration with "Unison Group" (KGZ)</p>	1	2017	0	0	2	3	2	2	0	6	Project progress report Monitoring reports

1.2.5. # of priorities from Export promotion and increase of competitiveness state programme (EPIC) and oblasts TDPs supported (SDG 17.11.1)	<p>2018:</p> <p>1) Priority #5.5. "Training of exporters on positioning in markets, finding new niches and negotiation skills"</p> <p>2) Elaboration TDP of Khatlon region for the period 2019-2021</p> <p>2019:</p> <p>1) Priority 1.3. "Conducting studies on review of the existing regulatory and legal framework, including amendment to Customs and Tax Codes of RT"</p> <p>2) Priority 1.9. "Improving business environment and investment climate for export development and competitiveness enhancement through improved interaction of authorities and private sector within PPP, revitalization of regional and local Consultative Councils"</p> <p>3) Priority 2.5 "Minimizing number of documents, time and costs required to complete procedures by FEA participants"</p> <p>4) Priority 9.3. "Assistance in exhibition and fairs"</p>	0	2017	2	2	2	4	2	1	0	7	Project progress report Monitoring reports Reports from state agencies and oblast administration
2.1.1 Support to establishing or developing green niche products and VCs that are employment rich and have high productivity and market potential												
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)	<p>2019:</p> <p>Report on "Analysis of green products value chain and Export opportunities in Tajikistan" (Euromonitor)</p>	0	2017	3	0	0	5/(3)	0	0	0	3	Assessments
2.1.2. Higher productivity and export readiness of target products/VCs through the use of innovative technologies												

2.1.2.1. % increase in productivity of VCs members (SDG 2.3.1, 2.3.2, 2.4.1, 8.5.2)	2019 <ul style="list-style-type: none"> • LLC Isfara Food productivity increased by 55% (production volume 517 tons) • LLC Oro Isfara productivity increased by 11 %, (production volume 2500 tons) • LLC Mevai Tilloi by 17% (production volume 129 tons) • CJSC Apricot and Co productivity increased by 66% (production volume 540 tons) • PE Haidarov - by 67% (production volume in 2019 5 tons, annual sales volume 160 000 TJS or 16 505 USD; 10% of sales export, 90% domestic) 	0	2017	0	0	10	43	15	20	20	20	Assessments of the productivity levels Client feedback forms
2.1.2.2. % increase of market penetration of selected products (SDG 2.3.1, 2.4.1, 17.11.1)	% increase of market penetration of selected products = volume in USD of AFT project's clients export in 2019 compared to AFT project's clients export in USD in 2018. As per statements of companies: <ul style="list-style-type: none"> • LLC IsfaraFood - total export volume in 2019 - 517 tons, sales/export 7 216 000 TJS/ 744 378 USD; Export markets - Russia, KAZ, USA • LLC Oro Isfara - total export volume in 2019 - 2300 tons, sales/export 23 000 000 TJS/ 2 372 602 USD; Export markets - Russia, KAZ, Ukraine, Armenia, Georgia • LLC Mevai tilloi - total export volume in 2019 120 tons, 3 394 000 TJS/ 350 113 	0	2017	0	0	5	186	10	20	20	20	Assessments Trade contracts

	USD. Export markets - Russia. KAZ, USA • CJSC Apricot and Co - total volume of dry apricots export in 2019 540 tons, 3 750 000 TJS/ 376 837 USD. Export markets - Kazakhstan and China (new) • PE Haidarov - total export volume of peanuts 0.5 tons; 12000 TJS/1 240 USD/ Export markets - KGZ												
2.1.2.3. % of increase in income of staff target VCs (SDG 2.3.2, 5.5)	2019: Income sheets	0	2017	0	0	5	28	10	20	20	20	20	Quality assessments Client feedback forms
2.1.2.4. # of new decent jobs created (incl. 50% for women) (SDG 5.5, 8.5.2)	2019: Staff sheets All official	0	2017	0	0	20	19 (19) 10 (10) seasonal	80	100	100	300 (150)	300 (150)	Monitoring reports
2.1.2.5. At least 40% of activity clients are women (SDG5.5)	Statement of representative of LLC "Oro-Isfara", LLC "Golden Fruit"	0	2017	40	0	40	45	40	40	40	40	40	Monitoring reports
2.1.3 Support for women entrepreneurs established through													
2.1.3.1. Number of mentorship programmes for young women entrepreneurs established and supported (SDG5.5)	2019: Report on "Support to women entrepreneurship in Tajikistan"	0	2017	0	0	1	1	1	1	0	3	3	Client feedback forms

	2.1.3.2. # of women benefitting from established programmes (SDG 5.5)	<p>2019:</p> <p>1) LoPs of workshops dedicated to the improvement and support for women entrepreneurship in Tajikistan, dated 21.02.2019, and 23.01.2019;</p> <p>2) LoP of study tour of women NGOs to Sughd region 19 - 23 June 2019</p> <p>3) LoP of study tour of women entrepreneurs and NGOs to Namangan (UZB) and Osh (KGZ) on 06-12 October 2019;</p> <p>4) LoP of training conducted for women on sewing and cutting school uniforms 11-20 June 2019 organized by PO "Bonuvoni Fardo"</p> <p>5) LoP of master classes for the production of confectionary products organized by PO Azam through Grants (IP report)</p> <p>6) LOP of seminars on mung beans production organized by PO Elyor, dated on 03/10/19, 04/10/19, 20/11/19, 28/11/19, 10/12/19, 16/12/19;</p> <p>7) LoP of study tour to Surkhandarya region (UZB) on 20-21/09/2019, organized by PO Elyor to study experience on mug beans production.</p>	0	2017	20	68	60	142	100	100	100	380	Client feedback forms
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	2.1.3.3. # of women headed SMEs supported (SDG 5.5)	2019: Agency for Statistics and its branches in the regions	0	2017	2	0	6	4	6	8	2	24	Project progress report Feedback forms of clients Monitoring reports
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