

## Model of partnership in microfinancing

- **Ministry of economics**
- **Local government**
- **«Atameken»**

# Creation of MFO with the support of Atameken

**1** Critical situation with Program resources implementation (in the cities)

No access to resources for “Bastau” participants

**2**

**3** No access to instruments of guarantee

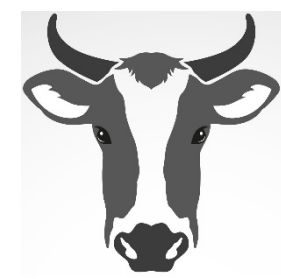
Need for the synchronization of learning and financing (supported by MoA)

**4**

Banks have little interest to fund



Limits KT, Little interest of MFO

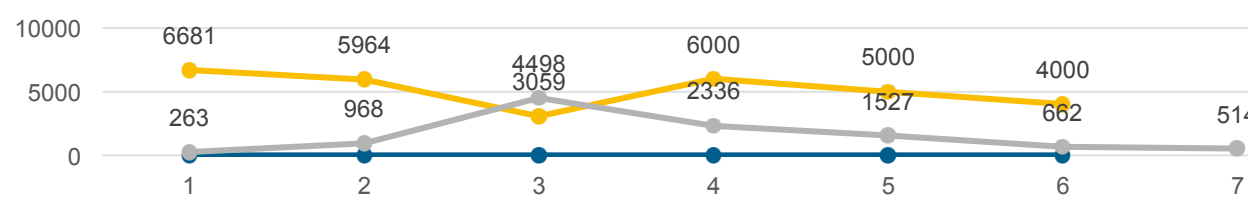


Industry limits (Sybaga, Anchor cooperation)

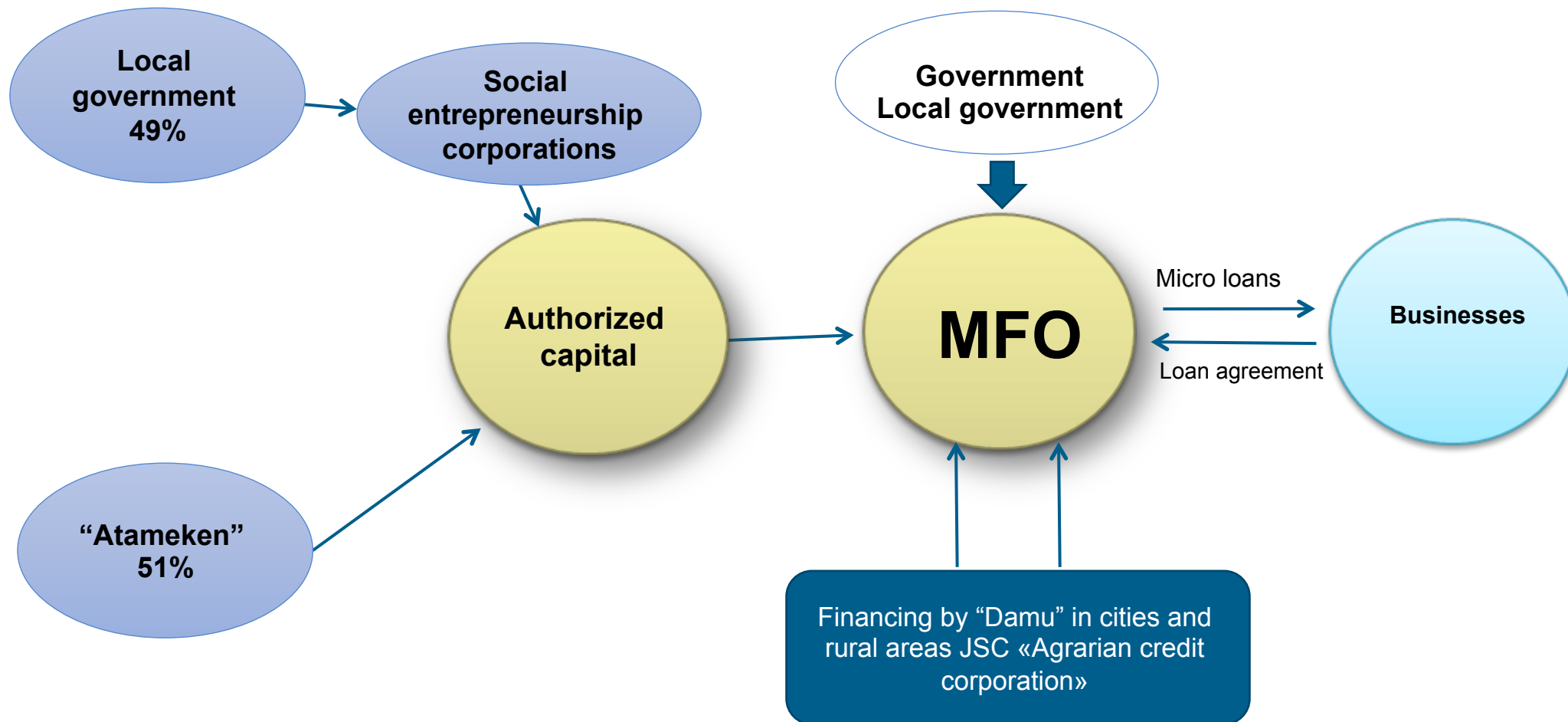
Currently only 50 guarantees are issued all over Kazakhstan. Only few are “Bastau” participants.



План на 2018 год



# Structure of financing



## Partnership beneficiaries:

### Ministry of Economics

- ✓ Effective realization of the Employment program and mass entrepreneurship (3000 micro loans)

### Local government

- ✓ Development of startup projects, prioritized SMEs, employment, increase in tax base

### “Atameken”

- ✓ Synergy of learning, financing, business support
- ✓ Increase in effective services, involvement of the unemployed, increase in population income

# Current practice of micro-financing

№	Current	What “Atameken” offers
<b>The principle of operation of the financial structure</b>		
1	Debt application is reviewed according to the financial credibility of the business plan	Special attention will be paid to the technological development of the project. (For example, whether the soil analysis was conducted, the appropriate breed of livestock was selected, whether the research was carried out on the purchase of raw materials. Is there a sales map, a map of economic interconnections (enhanced functionality)
2	Criteria: <ul style="list-style-type: none"><li>•Collateral;</li><li>•Creditworthiness</li></ul>	Introduction of a guarantee instrument due to the lack of affiliation between “Atameken” and KazAgroGarant JSC (it is not possible to issue guarantees through the FFSA JSC due to a conflict of interest)

# proving the procedure for issuing microcredit

- 1 Comprehensive project support for operational and economic issues through «Atameken»  
Special monitoring groups of information and methodological support
- 2 Full-time and remote technological support through IT-platforms, in different profiles from agricultural engineering, veterinary medicine to participation in public procurement
- 3 Constant analysis of the effectiveness of financial support measures for start-up projects, flexible modification of loan products
- 4 Analysis of the economic efficiency of microloans issued by direct indicators:
  - Increase in production capacity
  - Increase in revenue.