



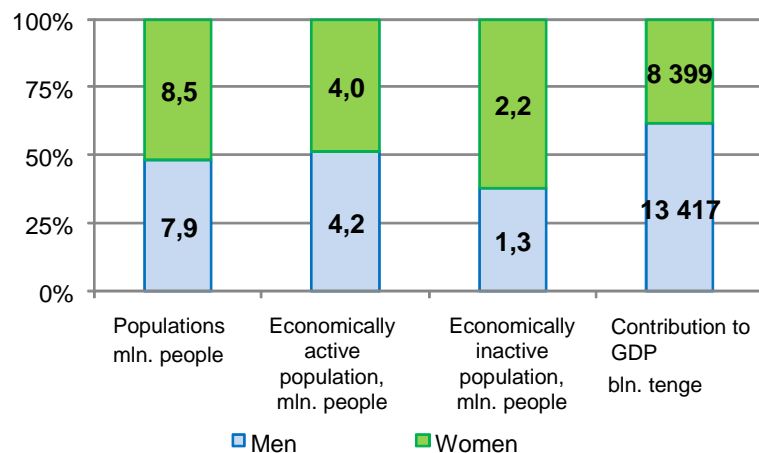
**Closing the Gender Gaps in Entrepreneurship: support at  
the country level  
Experience of DAMU**

**2011**



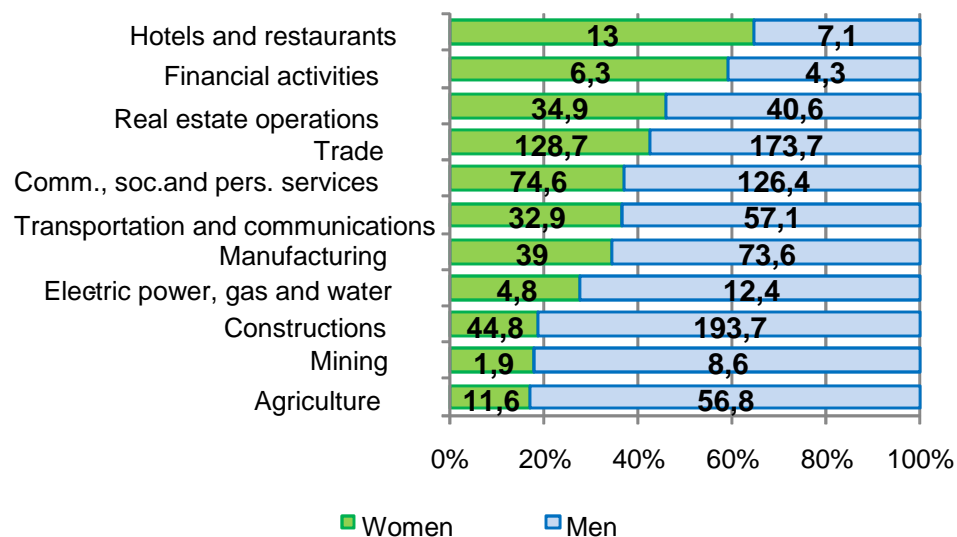
# Key indicators of gender statistics

## Overall socio-economic statistics



- ✓ In the socio-demographic aspect there is no sign of large variations in gender balance: women make up 52% of the total population, 49% of the employed population
- ✓ **The share of women's contribution to GDP is estimated at 38%**

## Small Business Statistics

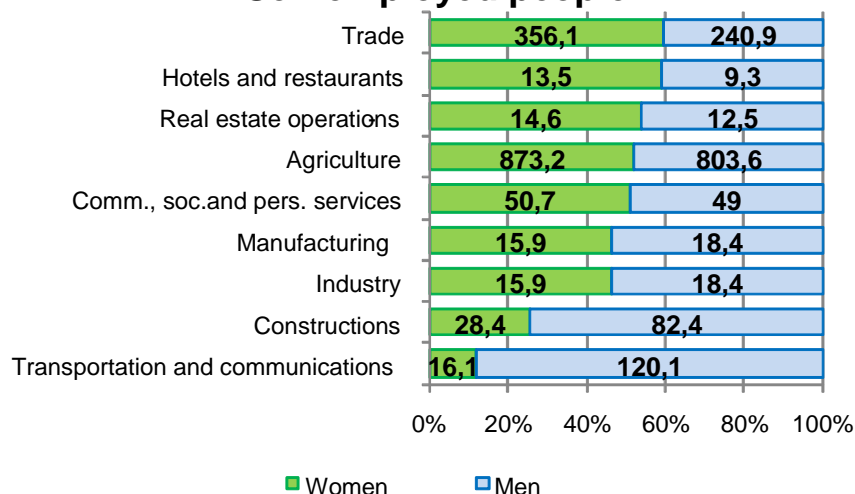


- ✓ In small businesses in the structure of wage earners, women - 34%
- ✓ **Industries with the highest percentage of women:**
- ✓ Hotels and restaurants (65%)
- ✓ Financial activities (60%)
- ✓ Real estate operations (46,3%)

Data Source: Statistics Agency ([www.stat.kz](http://www.stat.kz))

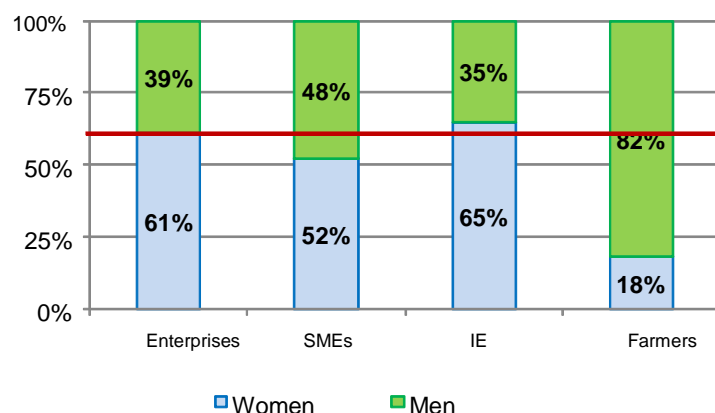
# Indicators of Gender Statistics

## Self-employed people



- ✓ The structure of self-employed women - 51%
- ✓ **Industries with the highest percentage of women:**
  - Trade (60%)
  - Hotels and restaurants (59%)
  - Community, social and personal services (59%)
  - Real estate operations (54%)

## The Gender Structure of Respondents



- ✓ According to the research of the Fund "Damu" and the center «BISAM» Kazakhstan small business has a "woman's face." Percentage of women:
  - Enterprises - 61%
  - SMEs - 52%
  - IE - 65%
  - Farmers - 18%

✓ The study involved 10 thousand respondents

## JSC "Entrepreneurship Development Fund" Damu":

- ✓ Formed in 1997, according to the decision of the Government of the Republic of Kazakhstan

- 16 regional branches in every province and the cities of Astana and Almaty
- 270 employees at the Head Office and Branches
- On 01/07/2011, the:  
Assets - \$ 1310 mln.  
Capital - \$ 300 mln.

### Mission:

- ✓ Promote quality development of SMEs in Kazakhstan

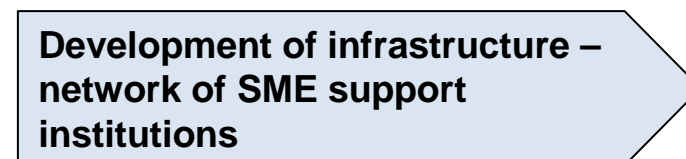
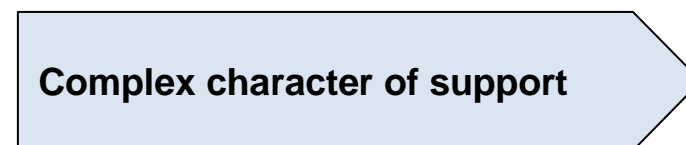
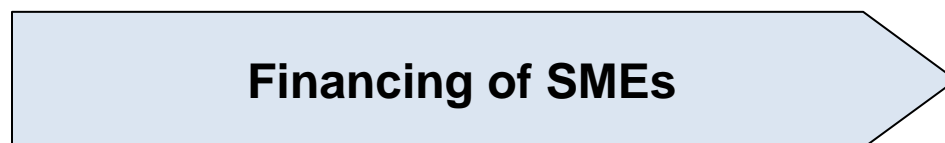
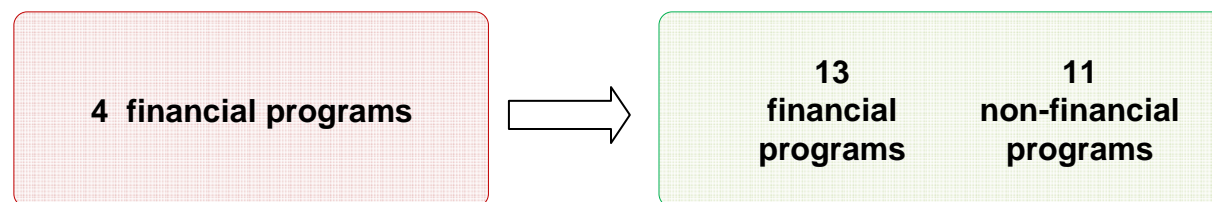
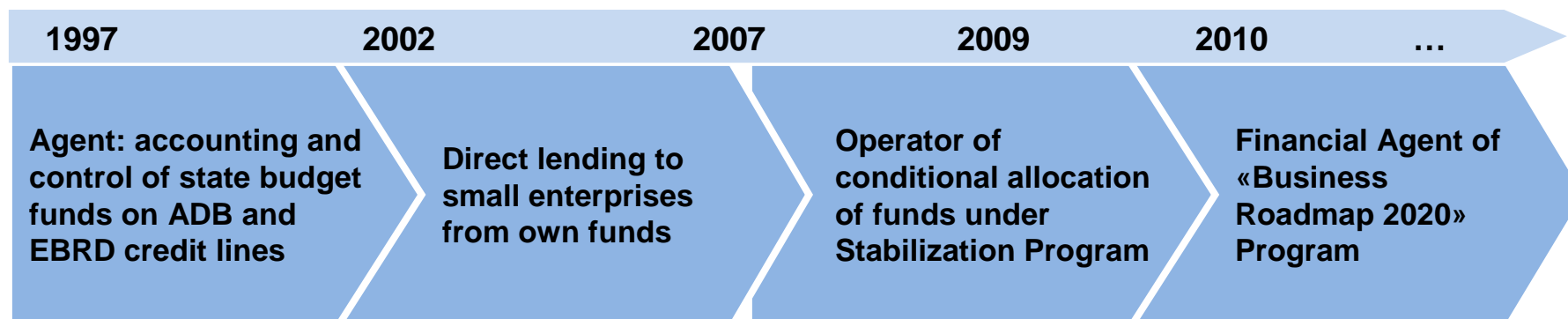
### VISION:

**Fund "Damu" - a national institution, the main operator and integrator of business support measures in Kazakhstan**

### STRATEGIC OBJECTIVES:

- ✓ Integrating Business Support
- ✓ Providing a wide range financial and non-financial support instruments for SME's
- ✓ Institutional development of the business environment

# Fund “Damu” Development Milestones



# Fund's Core Programs According to the Strategy for 2010-2020



## Financial programs

Financial programs under "Business Roadmap 2020" (interest rates subsidizing, guaranteeing)

Stabilization program – tranche 1-3

Damu-Regions 2

Conditional Placement in leasing companies

Institutional development of business infrastructure (guarantee funds, private equity funds)

Targeted programs of financing in regions

Program of business development in small towns

## Non-financial programs

Non-financial programs under "Business Roadmap 2020" (service support, training)

Call-center for SMEs

Business-portal

Training Program "Business-Advisor"

Institutional development of business infrastructure (business development centers)

Analytical and information materials for SMEs

Cooperation under program «Senior Experts»:  
- SES (Senior Experten Service)  
- PUM (Netherlands Senior Experts)

TV-project "Business story"

# Program «Business Road Map – 2020»



- Objectives:**
- ✓ Promoting growth of regional entrepreneurship in non-commodity sectors of the economy
  - ✓ Maintaining existing and creating new permanent jobs

## Program directions:

### 1. Support of new business initiatives

1. Subsidized interest rate (7%)
2. Partial guaranteeing of loans (50%)
3. Development of production (industrial) infrastructure

### 2. Improvement of the business sector

1. Subsidized interest rate (7%)
2. Tax deferral (excluding PIT) for up to 3 years without incurring penalties
3. Other activities under the plan of financial and economic recovery

### 3. Reduction of currency risk for entrepreneurs

1. Interest rate subsidies on existing loans (8%)

### 4. Strengthening entrepreneurial potential

1. Education of start-up entrepreneurs
2. Training of top management
3. Business support services
4. The project "Business Connections"
5. Training, youth practice and organization of social jobs (from 2011)

## Program «Business Road Map – 2020»



- ✓ **Objective - to ensure sustainable and balanced growth of regional entrepreneurship in non-commodity sectors of the economy**

**Results of the program was as of 09/01/2011:**

### **Subsidizing of interest rates**

	<b>Approved by RCC</b>	<b>Signed agreements</b>	<b>Total amount of loans, million tenge</b>	<b>The amount of paid subsidies, million tenge</b>
1 direction	473	300	55 313	1 211
2 direction	131	94	79 896	2 042
3 direction	49	36	35 411	1 780
Total	653	430	170 620	5 033

### **Гарантирование по кредитам**

	<b>Approved by RCC</b>	<b>Signed agreements</b>	<b>Total amount of loans, million tenge</b>	<b>The amount of guarantees, million tenge</b>
1 direction	67	14	4 083	2 000

# Fund “Damu” Financial Support Programs



As of 01.08.2011

Programs	Total		Women entrepreneurs (IE)		The share of women entrepreneurs (IE) in the number of borrowers
	Number of borrowers	Actually issued, million tenge	Number of borrowers	Actually issued, million tenge	
Stabilization program – 1 <sup>st</sup> tranche	2 812	89 557	736	8 004	26%
Stabilization program – 2 <sup>nd</sup> tranche	3 092	167 971	843	13 777	27%
Stabilization program – 3 <sup>rd</sup> tranche	3 153	210 836	803	14 995	25%
Damu-Regions	1 434	50 878	368	4 293	26%
Damu-Regions 2	121	6 259	-	-	-
Damu-Ondiris (Manufacturing)	222	43 301	22	525	10%
Women entrepreneurship	547	2 362	547	2 362	100%
Leasing financing of SMEs	49	1 266	-	-	-
Program of SME financing in Zhanaozen	22	190,86	6	22	27%
Regional funding program for SMEs	17	1066,36	-	-	-
<b>Total:</b>	<b>11 469</b>	<b>573 687</b>	<b>3 325</b>	<b>43 978</b>	<b>29%</b>

- ✓ Of the total number of borrowers within the framework of Fund’s programs 29% are women (IE).
- ✓ General statistics of women (IE): more than 3.3 thousand borrowers were funded for more than \$43 billion, more than two thousand jobs were created.

# Programs of “Damu” Fund for financial support of entrepreneurship



## ■ Woman Entrepreneurship Microcredit Program

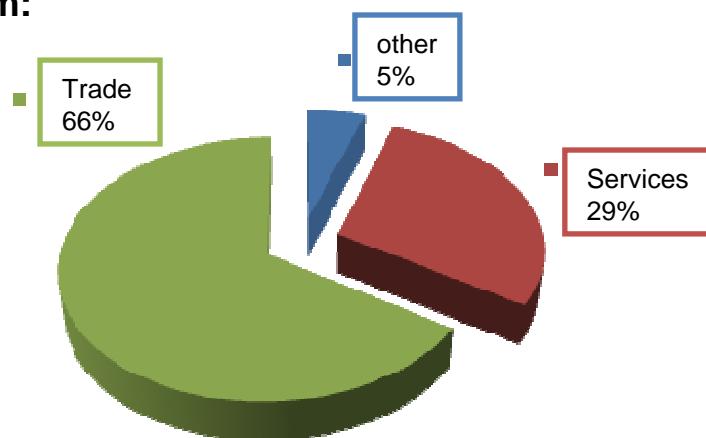
**Purpose:** To promote economic activity of women entrepreneurs

### Conditions for borrowers:

- ✓ effective rate for the end-borrower – up to 14.0%
- ✓ Lending period of the loan :
- working capital - up to 36 months
- fixed assets - up to 60 months
- ✓ Max. sum - up to 8000 MCI
- ✓ there is no restriction on sectoral focus of project financing

### Current results of the Program:

Second Tier Banks	Sum, mln. tenge	No of borrowers	Average time, month	rate	Jobs created
Tsesnabank	838	194	40	13,0%	13
CenterCreditBank	596	121	43	12,9%	35
Eurasian Bank	466	129	39	11,2%	37
Delta Bank	312	74	38	12,0%	30
Temir Bank	149	29	47	13,0%	17
<b>Total:</b>	<b>2 362</b>	<b>547</b>	<b>41</b>	<b>12,5%</b>	<b>132</b>



# Results of Programs of “Damu” Fund on improving the competence of the entrepreneurs



As of 01.08.2011

## 4<sup>th</sup> direction of BRM-2020

- ✓ Support for business start-ups
- ✓ Service support for business
- ✓ Top-management training
- ✓ Project «Business connections»

- ✓ 6,8 thous. attendees (+ 28 thous. «Business Adviser»)
- ✓ 1 603 service support provided
- ✓ 210 attendees in 7 groups
- ✓ 107 people trained

## Consultancy

- ✓ Creation of Business Support Centers (BSC)
- ✓ Call-center
- ✓ Business-portal

- ✓ 5 regional BSC created, 2 district BSC
- ✓ Call-center launched on March 2011

## Information support and feedback

- ✓ Geographic Information System (GIS)
- ✓ Analytical Paper on SME
- ✓ “My Business. Kazakhstan” Magazine
- ✓ SME Round tables and Forums

- ✓ Site: [www.gis.damu.kz](http://www.gis.damu.kz)
- ✓ 2 issues of analytical book published (annually)
- ✓ 17 issues of magazine (monthly)
- ✓ Panel session of Damu was held in May 2011 within the 4th AEF (plan: annually)

## Support of entrepreneurs with disabilities

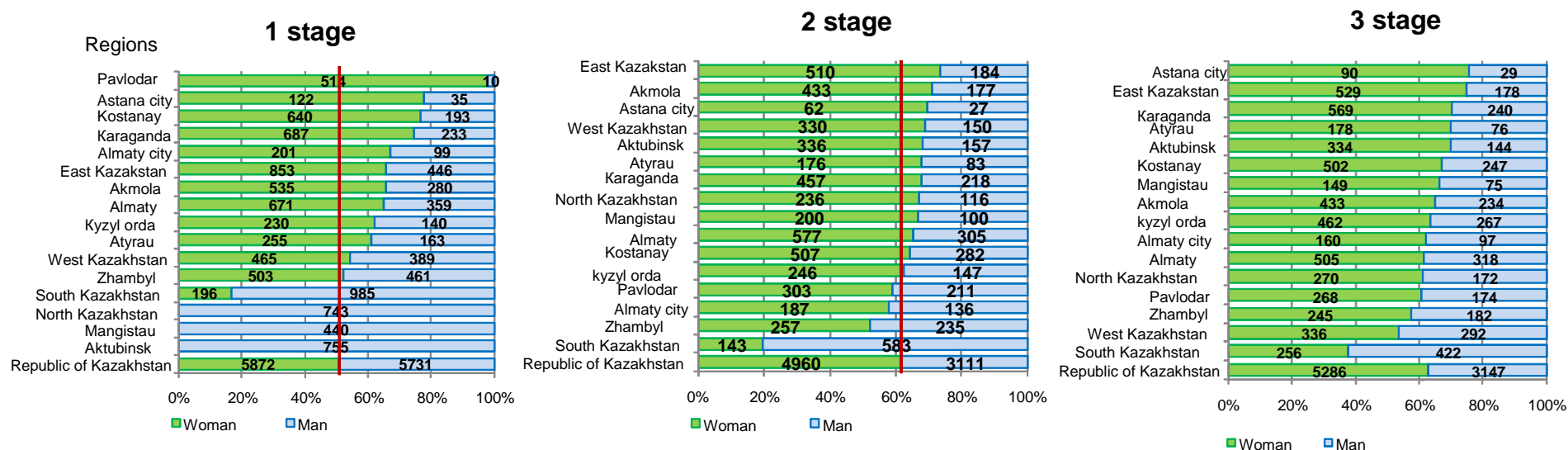
- ✓ “Damu-Komek” Program

- ✓ 237 entrepreneurs were supported

# Programs of “Damu” Fund on non financial entrepreneurship support



## ■ «Business Adviser» Program



- ✓ **There is a great interest of woman** in participating in the program "Business Adviser": Stage 1 - 51% of the audience, stage 2 - 61% of the audience, Stage 3 - 63%

## ■ «Damu-Komek» Program

- ✓ Fund supported 237 businesses with Disabilities
- ✓ Gender distribution: 133 women (56%), 104 men (44%)

# Thank you for your attention!

**Head office:**

**111 Gogol Street, Almaty, 050004**

**Tel.: +7 (727) 244 55 66, 244 55 77**

**Tel./fax: +7 (727) 278-07-76**

**E-mail: [info@fund.kz](mailto:info@fund.kz)**

**Website: <http://www.damu.kz>**