

25th Anniversary
the Independence of the Republic of Tajikistan and Celebration of the National
Day of Entrepreneurs

International Business Forum
Dushanbe 2016

Republic of Tajikistan
Dushanbe
October 14, 2016

CONCEPT OF THE FORUM

Organizers:

THE GOVERNMENT OF THE REPUBLIC OF TAJIKISTAN

STATE COMMITTEE ON INVESTMENTS AND STATE PROPERTY MANAGEMENT

SECRETARIAT OF THE CONSULTATIVE COUNCIL ON IMPROVEMENT OF INVESTMENT
CLIMATE UNDER THE PRESIDENT OF THE REPUBLIC TAJIKISTAN

In the framework of celebration of the second Day of Entrepreneurs, and under the auspices of the Leader of the Nation, the President of the Republic of Tajikistan, the Government will host International Business Forum *Dushanbe-2016* to promote dialogue, long-term collaboration and joint planning opportunities between the investors and the entrepreneurs.

Forum Objectives

- Presentation of the legislative changes related to the developing the private sector and promotion of investment activities;
- Joining the efforts of the state, private sector and science community to implement investment projects based on innovative technologies;
- Development of industrial enterprises and local raw material processing industry with a view to improving the agribusiness, exports and value-added products, as well as promoting national brand;
- The use of new sources of growth through the development of micro-enterprises, small and medium-sized enterprises in rural areas, increasing the complex processing of local raw materials, including agricultural products;
- Opening new regional markets and helping domestic products to benefit from the opportunities of the new "Silk way";
- Development of business partnerships between foreign and domestic enterprises in the real sector and financial industry;
- Expanding access to financial resources for entrepreneurs, industrial and social sectors;
- Developing entrepreneurship among women and the youth as a mechanism for job creation;
- Expanding public-private partnerships;
- Expanding import-substituting products based on modern technology;
- Collect investor feedback on investment potential and attractiveness of the country during the economic crisis.

Event Format

Official opening: The Forum will start with the opening speech by the President of the Republic of Tajikistan, His Excellency Emomali Rahmon in the presence of honorable guests, managers and representatives of international financial institutions, investors and entrepreneurs.

An opening speech and wishes of the guests and investors are expected to follow. Then, the Forum would continue in sectors or individual panels, and depending on the submissions and set goals lead to the discussion and exchange of views.

A Provisional forum agenda is enclosed at the end of the document.

Key Participants:

- Government of the Republic of Tajikistan
- Heads of government of foreign states
- National private sector
- Leading foreign and national the companies

- Commercial banks and international financial Institutions
- Associations and professional organizations
- International organizations – multilateral and bi-lateral organizations
- Mass media

Panelists:

Speakers:

Panels will comprise from 4 to 6 speakers, with majority representing the private sector:

- *From state agencies.* The head and deputy official of a state institution. An official will be invited to answer questions from investors and participants.
- *From the private sector.* 3-4 participants, including 1 -2 representatives of leading national companies and 1 representative of a small business, 1-2 representatives of leading international companies,
- *From Associations and professional organizations.* 1 member nominated by public organizations.

Moderators:

Moderators will be carefully selected from among the recognized experts, topic area specialists, international institutions, or academia. Moderators will be selected based on recommendations demonstrating right fit for the role.

Format of Discussions

Panel or sectoral discussions. Discussions will be framed around pre-identified priority questions that are of importance to investors and the state. Framing panels around guiding questions will also contribute to a dynamic discussion.

- Business representatives will be invited to share their views on the investment climate in the country, touch on the positive factors influencing investment in Tajikistan, and also share recommendations for the national private sector and government policy.
- State agency representatives will be invited to answer the questions of investors and participants, as well as to inform participants about the state policies and measures addressing issues raised.
- Moderator directs the discussion, guided by the key questions of each panel. The moderator summarizes idea, issues and suggestions raised at the end of the session.
- At least 15 minutes will be dedicated to Q/A with the audience.
- Bilateral meetings between businesses and investors (Business-to-Business) as well as meetings of ministries and agencies with businesses (Business-to-Government) will take place. We propose that in during the upcoming Investment forum more attention should be dedicated to enable direct communication between potential investors, suppliers and entrepreneurs. Participants should have the opportunity ask specific projects, assess investment projects and better familiarize with one another.
- Networking event. An evening business - cocktail in an informal setting would allow additional opportunity for networking.

Information Support

We propose that much attention be paid to the quality of information content of the Forum, drawing on the prior experience of similar events.

The Forum website. The Forum website should be fully launched to the public no later than 2 months prior to Forum date.

Online registration. Experience of prior forum preparation points to the advantages of the online registration process, which relieves the organizers to pay attention to other issues and is a convenient for the Forum participants.

Program and practical information. The official (preliminary) program, logistics, as well as the date must be approved no later than 1 month prior to the forum, and reflected on the Forum website.

Priority investment projects. Selected investment projects will be presented on the website for participants review.

Investment incentives. The Forum site will conveniently and in a clear manner list the key investment incentives offered by the state. For the most effective presentation of the projects to potential investors, the format and description of the investment projects should be agreed on based on feedback from professionals/bankers or businesses. Selected projects should be available on the Forum website at least 1-2 month in advance of Forum's commencement.

Post-survey. At the end of the Forum, participants should be surveyed on the satisfaction with the Forum and to gather additional feedback on how to best organize Forums in the future.

Expected results

- It is expected that the Forum will lead to agreements, memoranda of cooperation or informal specific agreements on cooperation between entrepreneurs and potential investors, as well as between national and foreign companies.
- Investor feedback: recommendations and expectations will be collected. Key issues and suggestions will be analyzed and options to further improve investment climate will be offered to the Government and the private sector within the current year.
- The impact of the economic crisis on the behavior and plans of investors will be gauged.
- Formal relationships with leading trans-national companies in strategic sectors will be strengthened.
- Global publications should be invited to showcase country's continued effort, and progress achieved, to improve its investment climate.