



Small and Medium Business
Development Agency of
the Republic of Azerbaijan

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Department Director

**SMALL AND MEDIUM BUSINESS
DEVELOPMENT AGENCY (KOBİA)**

Strategic Vision

- SMEs are a leading force in the diversification and development of Azerbaijan's economy

Strategic Goals

- Increase share of SMEs in the Economy (GDP, Employment, Export)
 - Development of women and youth entrepreneurship
 - SME Digitalisation

What we do

Ensure favorable business environment and protection of SME interests

Access to G2B and B2B services

Capacity building

Access to financial resources

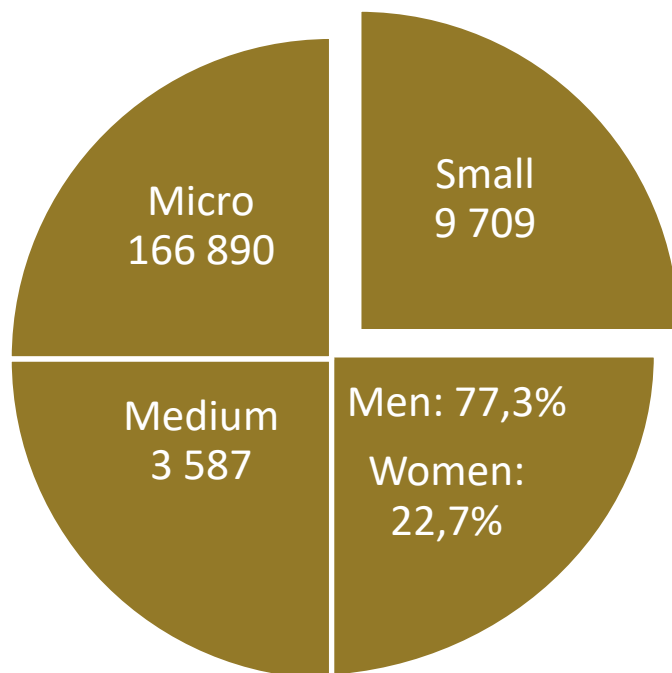
Access to local and international markets

INDICATORS



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Number of legal entities by criteria



IMPROVING SERVICE INFRASTRUCTURE FOR SMES

- SME HOUSES



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Planning a business



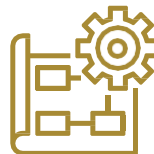
- Business plan drafting
- Work with startups
- Capacity building
- Incubation

Starting a business



- Registration
- Licenses and permits
- Seals
- Banking, legal, insurance

Running a business



- Preparation of reports
- Logistics
- Contracts
- Translation
- Bank services

Growing a business



- Financing
- Export promotion
- Investment promotion
- Domestic market research

SME Houses

are one-stop-shops providing businesses **G2B and B2B services** in operative, transparent and comfort manner.

SME HOUSES



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Baku SME House

34

*Government
and **13**
private bodies*

**More than
200
Services**



Yevlakh SME House

14

*Government
and **3** private
bodies*

**More than
200
Services**



Khachmaz SME House

15

*Government
and **5** private
bodies*

**More than
150
Services**

SME DEVELOPMENT CENTERS

- Training and advisory services
- Capacity building for current and potential entrepreneurs:
 - ☐ Business planning
 - ☐ Business development
 - ☐ Marketing
 - ☐ Sales
 - ☐ Business legislation
 - ☐ Financial management
 - ☐ Human resources management, etc.
- Online training platform

www.kobim.az

46 700
hours of
consulting
services

More than
3 275
trainings

1450
Business
plans
prepared

44 200
SMEs and
startups
benefited

SME FRIENDS NETWORK



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51
offices in

49
cities and regions

- Support in establishing new SMEs' or expansion of existing ones
- Protection of SMEs' rights
- Surveys and monitoring

SME SUPPORT MECHANISMS



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START UP CERTIFICATE

174

Applicants
granted start up
certificates

Decree of the Cabinet of Ministers No. 20 dated 01/29/2021, the support mechanism is implemented by the Agency in accordance with the "Start up Definition Criteria"

MARKET RESEARCH

50

market researches in
the field of food
production, textile,
machinery, industry etc.

Decree of the President of the Republic of Azerbaijan No. 713 dated may 29, 2019 On the approval of the "Rules for state support of internal market research in order to stimulate competitive products of micro, small and medium-sized businesses."

GRANT PROGRAMS

≈79

Projects financed
Grant amount 20 000
azn (≈12 000 usd)

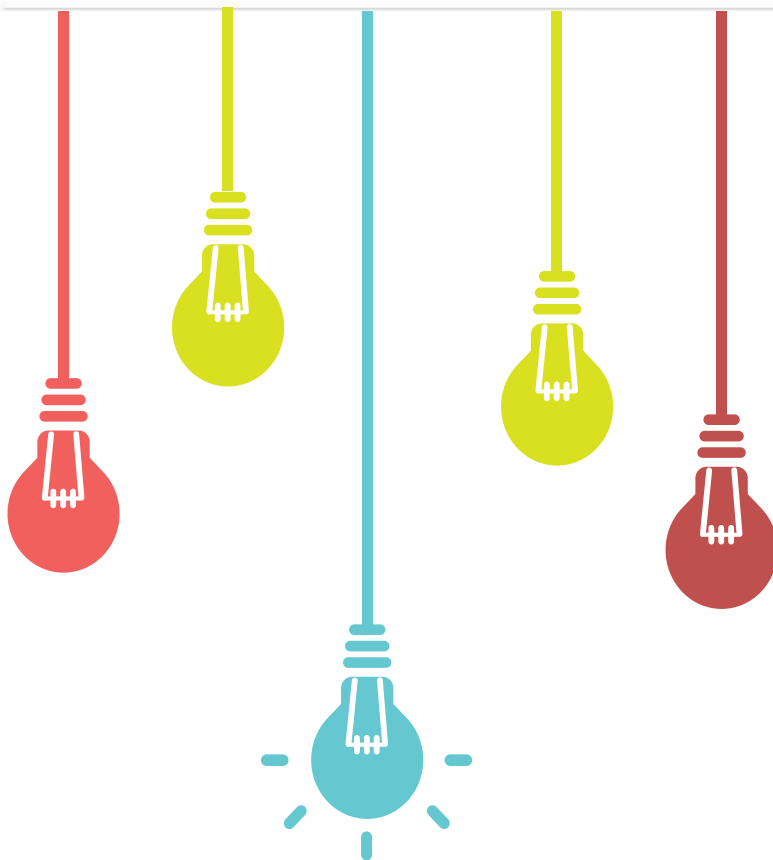
Decree of the Cabinet of Ministers No. 364 of September 30, 2020, On Approval of the "Rules for Financing Education, Science, Research and Support of Projects Related to the Development of Micro, Small and Medium Business".

MARKET ACCESS

Co-financing of
access of SMEs to
shelf space in the
large retail chains
throughout the
country

Decree of the President of the Republic of Azerbaijan dated December 1, 2021, On approval "Procedure for supporting the expansion of sales of micro and small business products in retail chains".

SME SUPPORT MECHANISMS – Consulting, Company formation and activity support



**KOBIA has supported
investments in the regions**

Success stories



Establishment and expansion of the tobacco enterprise



Creation of a new tourist complex



Lauching of lavender tea Production facility



Support for launching 15 village guest houses

Trade support at local and foreign exhibitions

Social entrepreneurship projects

Local ESG Milestones



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- Survey conducted with a professional advisory firm to assess the needs of local companies regarding ESG
- Adoption of "Law on the Development of Micro, Small, and Medium Enterprises," in 2022, which has prompted new support mechanisms for implementing various ESG elements across the SME sector
- Agency heads the "Environmental, Social, and Corporate Governance Standards – ESG" subgroup of the Business Environment and International Ratings Commission
- Launch of a multifunctional digital ESG platform where businesses can access resources, training, best practices, legal frameworks, and expert networks

Global ESG cooperation by KOBİA

- Green transition: KOBİA has put forward a global initiative to promote SME involvement in the green economy and climate action
- Asian Development Bank: implementation of a project on green business and finance for SMEs.
- UN Global Compact: signed an MoU with the UN's local office to jointly promote corporate sustainability

INTERNATIONAL COOPERATION



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Bilateral relations

Switzerland	USA
South Korea	Kuwait
UAE	Morocco
Poland	Qatar
Kazakhstan	Iraq
Saudi Arabia	Egypt
Singapore	Pakistan
Uzbekistan	Spain
Czech Republic	Hungary
Turkmenistan	Moldova
Tajikistan	Romania
Serbia	Belgium
Poland	Greece
Montenegro	Estonia
Lithuania	Latvia
Japan	Austria
China	Croatia
UK	Bulgaria
Italy	Germany
Jordan	Georgia

International Institutions

United Nations
European Union
World Bank
IFC
OECD
Asian Development Bank
Islamic Development Bank
EBRD
KOICA
GIZ
BP
EY
Deloitte
KPMG
PWC

Membership

International Council for
Small Business (ICSB)
International Network for
SMEs (INSME)
SME Finance Forum



THANK YOU!

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