

**T.C.**  
**DUŞANBE BÜYÜKELÇİLİĞİ**  
**Ticaret Müşavirliği**

**Sayı** : 37502982 - 125.99 - E.50  
**Konu** : Tacikistan Uluslararası Tarımsal  
Yatırım Forumu

**TİCARET BAKANLIĞINA**  
**(İhracat Genel Müdürlüğü)**

Avrupa Birliği tarafından finanse edilen ve Tacikistan'da yürütülmekte olan "Enhanced Competitiveness of Tajik Agribusiness Project (ECTAP)" yetkililerince Büyükelçiliğimize yapılan ziyarette 30-31 Ekim 2018 tarihlerinde Tacikistan'ın Sughd bölgesinde "Sixth International Agribusiness Investment Forum"un gerçekleştirileceği belirtilerek tarım sektörünün değer zincirinde yer alan Türk işadamları ve firmaların katılmaları hususunda Büyükelçiliğimiz desteği talep edilmiştir.

Tacikistan meyve ve sebze değer zinciri modernizasyonunun tanıtımı ve geliştirilmesi hususunda yürütülmekte olan proje kapsamında Tacikistan tarım sektörünün sürdürülebilir ve rekabetçi bir gelişim göstermesi için coğrafi olarak doğal avantaj sağlayan ve yüksek katma değeri olan ürünlere yoğunlaşılması ve bu ürünler ile bu ürünlerin işlenmesi ile ortaya çıkan endüstriyel ürünlerin kapsayıcı bir değer zinciri içerisinde değerlendirilmesi amaçlanmaktadır.

Söz konusu forum kapsamında da bu amaç doğrultusunda bütüncül yaklaşımla yapılacak oturumlar, saha ziyaretleri, interaktif çalışma grupları ve ulusal-uluslararası yatırımcılar, ajanslar, finansörler gibi tüm paydaşların ortak hareket etmesini sağlayacak çalışmaların hayata geçirilmesi planlanmaktadır.

Ayrıca, foruma katılım ücretsiz olup foruma katılıp sunum yapacak olan uluslararası ilk yirmi firmanın bir temsilcisinin de ekonomi sınıfı ulaşım ve konaklama giderleri proje bütçesinden karşılanacaktır.

Diğer taraftan, Avusturyalı bir yatırımcı tarafından kurulan ancak daha sonra söz konusu yatırımcının rahatsızlanması nedeniyle faaliyeti duran yeni teknoloji ile inşa edilmiş bir salça fabrikasına ilişkin devir ve ortaklık imkanları da forum kapsamında değerlendirilecektir.

Bu minvalde, söz konusu forumun özellikle tohum üretimi ve tarım makineleri sektöründe yer alan ihracatçılarımız ile salça üretimi ile iştigal eden firmalarımıza duyurulması ve olası katılımların Müşavirliğimize 25 Ekim 2018 tarihine kadar bildirilmesinde yarar görülmektedir.

Bilgilerini ve gereğini arz ederim.

**Muhammed Emrah SOĞANCI**  
**Ticaret Müşavir Yardımcısı**

**"Bu belge, 5070 sayılı Elektronik İmza Kanununun 5. maddesi gereğince güvenli elektronik imza ile imzalanmıştır."**

Duşanbe Ticaret Müşavirliği  
Turkish Embassy Office of the Commercial Counsellor Rudaki  
Ave. 17/2 DUSHANBE / TAJIKISTAN

Ayrıntılı Bilgi İçin: Muhammed Emrah SOĞANCI - Ticaret Müşavir  
Yardımcısı

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**Elektronik Ağ:** www.ticaret.gov.tr

**EKLER:**

1. Invitation to Forum
2. Draft Programme\_6th Investment Forum
3. ECTAP Suppliers\_Country of origin

**DAĞITIM:**

Ticaret Bakanlığına  
(Anlaşmalar Genel Müdürlüğü)  
Ticaret Bakanlığına  
(İhracat Genel Müdürlüğü)

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**European Union**

**in partnership  
with**

**the Executive office of Sogd oblast  
of the Republic of Tajikistan**

**ECTAP**

**Sixth International Agribusiness Investment Forum  
in Tajikistan**

**Promoting the modernization of  
the fruits and vegetables value-chains in Tajikistan**

**(Preliminary draft programme pending confirmation by  
participants)**

**Sughd region,**

**October 30th-31th 2018**



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## Tuesday, 30<sup>th</sup> of October, Morning

8:30 – 9:30 (60 min)

### Reception of participants & Registration

9:30 – 11:00 (90 min)

### Opening plenary

- EU Ambassador in Tajikistan, "Welcome addresses and opening remarks. What is the strategy of the EU in its economic cooperation with Tajikistan? What is the role of ECTAP in this strategy? And what is the aim of the ECTAP Forum?"
- Head of the Sughd Administration, "Welcome addresses and opening remarks. What is the strategy of the Sughd Administration to promote investment and modernization in agribusiness?"
- Izzatullo Sattori, Minister of Agriculture of the Republic of Tajikistan, "What is the strategy of Tajikistan to modernize its agriculture in general and the fruits and vegetables value-chains in particular?"
- Negmatullo Hikmatullozoda, Minister of Economic Development and Trade of the Republic of Tajikistan, "What is the strategy of Tajikistan to foster local and international Investment Opportunities in Tajik Agribusinesses?"
- Chairman of the Development Coordination Council in Tajikistan, "Support strategies of international donors to the modernization of Tajik agriculture with a focus on the fruits and vegetables value chains"
- EBRD, "EBRD and the modernization of agribusinesses in Tajikistan"
- Usmonkul Boturov, ECTAP deputy Team leader, "Presentation of the EU/EBRD ECTAP project: a comprehensive development approach of modernization of Tajik value-chains"

**(Moderator: EU Delegation in Tajikistan)**

11:00 – 11:30 (30 min)

### Break

11:30 – 13:00 (90 min)

### Plenary session

#### Fruits and vegetables investment in action: reaching international standards with the help of international technology and investment

- Christophe Cordonnier, ECTAP Team leader, "The fruits and vegetables value-chains in Tajikistan. Recent evolution and prospects for modernization?"
- Alain Barthez, CEO, Schiever Tajikistan/Auchan, "Foreign Direct Investment in action: Schiever/Auchan in Tajikistan, a pull force for the modernization of national value-chains"
- Marc Lancien, Professor, Campus of Pouillé, France, "Potential and constraints in the development of modern intensive orchards in Tajikistan"
- Rustam Khalikov, Sitabr Agro, "Sitabr Agro: a vertically integrated approach of fruits and vegetables modernization"

**(Moderator: Sughd Administration)**

13:00 – 13:30 (30 min)

### Lunch





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## Tuesday, 30<sup>th</sup> of October, Afternoon

13:30 – 19:30

### Field visits in parallel

#### Field visits 1 dedicated to modern fruits

Visit of modern intensive orchards

Visit of new areas dedicated to modern intensive orchards with modern water technologies (drip irrigation)

#### Field visits 1I dedicated to modern vegetables

Visit of open fields of vegetables

Visit of greenhouses

#### Field visits 1II dedicated to agro-processing

Visit of dry fruits and vegetables processors

Visit of canning factories

## Wednesday, 31<sup>st</sup> of October, Morning

8:30 – 11:30 (180 min)

**Working sessions with three working groups in parallel (including a coffee break at a time defined by each session)**

#### Working session 1 dedicated to modern fruits

#### Working session 1I dedicated to modern vegetables

#### Working session 1II dedicated to climate-smart technologies in fruits and vegetables

#### Working session 1V dedicated to quality control certification and marketing

11:30 – 12:00 (30 min) **Plenary session**

Presentation of results of Working session I

Presentation of results of Working session II

Presentation of results of Working session III

Presentation of results of Working session IV

12:00 – 12:30 (30 min)

### **Closing Session, Signature of BtoB MoUs**

Closing Words

- EU Delegation
- Sughd Administration



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# ЕСТАР



ENHANCED COMPETITIVENESS  
OF TAJIK AGRIBUSINESS PROJECT



**SEIZING OPPORTUNITIES IN THE TAJIK  
FRUIT AND VEGETABLE SECTOR**

**ИСПОЛЬЗОВАНИЕ ПОТЕНЦИАЛА  
ПРОИЗВОДСТВА ФРУКТОВ И ОВОЩЕЙ  
В ТАДЖИКИСТАНЕ**

**ИСТИФОДАБАРИИ ИМКОНИЯТҲОИ  
ИСТЕҲСОЛИ МЕВАҶОТ ВА САБЗАВОТ  
ДАР ТОҶИКИСТОН**

This project is implemented  
in a consortium led by



German Excellence, Global Relevance.



This project is financed by  
the European Union



## **European Union in partnership with the Sughd Administration of the Republic of Tajikistan**

# **Sixth International ECTAP Agribusiness Investment Forum in Tajikistan October 30<sup>th</sup>-31<sup>st</sup> 2018 Guliston, Sughd Region**

### **Promoting the modernization of the fruits and vegetables value-chains in Tajikistan Think together, Act together**

The EU Enhanced Competitiveness of the Tajik Agribusiness Project (ECTAP) is a leading development project in the field of agribusiness development in CIS countries. It aims at fostering the modernization and competitiveness of selected value chains (fruits, vegetables, beef and dairy, poultry and honey) in a holistic way (from input providers down to farmers, agroprocessors to the final consumers) and with a socially inclusive approach.

The implementation of ECTAP takes place at a critical period of time. Even though Tajikistan has been achieving one of the highest GDP growth rates in the world since the end of the 1990s while drastically reducing its poverty rate, the country remains too dependent on external factors of growth. Against this background, Tajikistan now aims at making its development more sustainable and comprehensive through the promotion of labour intensive activities in agriculture (which still employs most of the workforce) and in the manufacturing industry.

Building on structural reforms implemented a decade ago, the Tajik agriculture output has also grown at fast speed. But labour productivity remains low, partly because most acreage is used for products for which income per ha is low and because most high value products such as fruit, vegetables and animal products are not part of integrated value-chains. De facto, only a very small part of them is either stored, processed or exported.

In the near future, we expect Tajikistan to focus more on its natural competitive advantages in terms of crop selection. Already, the acreage of high value-added products (such as fruits and vegetables) is on the rise. In parallel, a new generation of entrepreneurs is actively engaged in rebuilding modern processing capacities despite a still imperfect business environment linked in particular to a poorly performing financial sector.

For fruits and vegetables, Tajikistan benefits from three key strategic assets: it can rely on a privileged access (with no custom duties) to the Russian market. It can also rely on very favorable agronomic conditions with cool winters and dry and hot summers that have allowed Tajikistan and Central Asia to be the birthplace of apples, pears, prunes, apricots, cherries, plums, almonds and walnuts. And finally, Tajikistan benefits from a comparatively cheap, hard-working and fast-growing workforce making it competitive for labour intensive activities.

For those reasons, many leading international companies in fruits and vegetables are increasingly interested by the development prospects of Central Asia in general, and of Tajikistan in particular. Some of them see these countries as potential clients for their sales of inputs, genetics and equipment. Others are eyeing at them as potential foreign direct investors. And others are also interested to import their high-quality products. Finally,



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many seeds and seedlings companies are fully aware of the impressive bio-diversity of the region which could be mobilized to produce new varieties more resilient to the frightening impact of climate change.

Against this positive background, the EU ECTAP and the Sughd Administration of the Republic of Tajikistan are organizing the Sixth International ECTAP Agribusiness Investment Forum in Tajikistan. It will take place on *October 30th-31th 2018 in Sughd*, a key region for fresh fruits, dried fruits and vegetables,

The aim of the Forum is to:

- Think together, through a combination of plenary sessions, visits of fields and factories, and interactive working groups;
- And Act together by connecting all interested stakeholders, private businesses from Tajikistan and abroad, including from nearby Central Asian countries such as Uzbekistan, Kirghizstan and Kazakhstan, State agencies, international and local providers of finance, development agencies and others.

The Forum is free of charge and the organizers will provide free accommodation and catering for up to 20 international EU participants (individuals or EU companies on the basis of first applying, first served with a maximum of one person per company not already established in Tajikistan and which has not benefited from such support during the previous two ECTAP forums) during their stay in Tajikistan, related to their participation in the Forum. The cost of economy class air tickets will be also be covered by the organizers for up to 20 international EU participants who will make a presentation during the Forum (guest speakers). This support will be conditional upon receiving confirmation by the participants at least two weeks prior to the Forum. Documents to be presented by guest speakers should be sent at least one week prior to the Forum to allow for quality translation.

Should you be interested to participate in the Forum please contact the organization team at [ectap-investment@int.fs.de](mailto:ectap-investment@int.fs.de), so as to include you in the list of guest speakers or participants. ECTAP will then after contact you to define the concrete modalities of your involvement in the Forum.

Sincerely yours,

Dr Christophe Cordonnier  
Team Leader

EU ECTAP  
Serena Office Complex, 14, Rudaki Avenue, Dushanbe  
734013, Republic of Tajikistan

**List of ECTAP suppliers  
(importing machinery/equipment/cattle)  
for 11 June 2018**

| <b>№</b> | <b>Supplier<br/>(name of company)</b>  | <b>Origin of machinery/equipment/cattle</b>   |
|----------|--|---|
| 1.       | <b>Agralis GmbH</b>  | <b>Germany</b> – (Tractor, minitractor, baler, fruit, vegetable and milk processing equipment; equipment for mechanization of livestock breeding farms), Tribal heifers and bulls – Holstein, Schwick, Simmental breeds   |
| 2.       | <b>OJSC “Madadi Tursunzoda”</b>  | <b>Belarus</b> - (tractor, minitractor, trailer),<br><b>Ukraine</b> - (plow),<br><b>China</b> - (tractor, minitractor, combine-harvester),<br><b>Turkey</b> - (disk harrow, mower, sprayer, trailer),<br><b>Russia</b> - (mower),<br><b>Serbia</b> - (baler),<br><b>Uzbekistan</b> - (interrow cultivator) and etc. |
| 3.       | <b>CJSC “Agrotechservice”</b>  | <b>Belarus</b> - (tractor, minitractor, trailer, food mixer),<br><b>Ukraine</b> - (plow),<br><b>Russia</b> - (combine-harvester),<br><b>China</b> - (minitractor, food mixer, mini-combine harvester),<br><b>Turkey</b> - (plow, potato planter, potato harvester, trailer), Iran (plow, chisel plow) and etc.      |
| 4.       | <b>Limited partnership<br/>“Torgselmash”</b>   | <b>Belarus</b> - (tractor, minitractor, trailer, food mixer),<br><b>Ukraine</b> - (plow),<br><b>Russia</b> - (combine-harvester)  |
| 5.       | <b>LLC “Tajikagromash”</b>   | <b>Belarus</b> - (tractor, minitractor, trailer, food mixer),<br><b>Ukraine</b> - (plow),<br><b>Russia</b> - (combine-harvester),<br><b>China</b> - (minitractor, food mixer, mini-combine harvester),<br><b>Turkey</b> - (plow, potato planter, potato harvester, trailer), Iran (plow, chisel plow) and etc.      |
| 6.       | <b>LLC “Sarob”</b>   | <b>Turkey</b> – (row planter, mower, disc harrow),<br><b>China</b> – (minitractor, powertiller-motorblock, plow, harrow, drilling machine, grader and etc.,<br><b>Russia</b> – minitractor and mounting implements for it   |
| 7.       | <b>OJSC “Neksigol”</b>   | <b>China and Turkey</b> – (small seeders and sprayers)  |
| 8.       | <b>CJSC “Nauselmash”</b>   | All equipment produced in <b>Tajikistan</b>   |
| 9.       | <b>LLC “Safo”</b>  | All equipment produced in <b>Tajikistan</b>   |
| 10.      | <b>Assosiation “Intermyod”</b>   | <b>Poland, China</b> – (honey production equipment)   |
| 11.      | <b>Quality Management<br/>Center</b>   | <b>Japan, Germany, Italy</b> – (Lab. Equipment – ph-meter, TDS-meter, milk scanner, meat analyzer, moisturemeter)   |
| 12.      | <b>Dekhkan farm “Samadov Jurakhuja”</b>  | <b>Russia</b> – high-productive livestock breeds,<br><b>Kyrgyzstan</b> high-productive livestock breeds,<br><b>Russia</b> – aberdino-anguss breeds of tribal bulls  |
| 13.      | <b>LLC “Euro Style”</b>  | <b>Belarus</b> – (tractor, minitractor, trailer, food mixer),<br><b>Russia</b> – (combine-harvester),<br><b>China</b> – (minitractor, food mixer, mini-combine harvester),<br><b>Turkey</b> – (plow, potato planter, potato harvester), Iran (plow, chisel plow) and etc.   |
| 14.      | <b>LLC “Tekhnikai Kishovarzi”</b>  | <b>Belarus</b> – (tractor, minitractor),<br><b>Russia</b> – (mower, plow)   |
| 15.      | <b>OJSC “Uljaboy”</b>  | <b>China</b> – (tractor, minitractor, seed planter, potato digger)  |
| 16.      | <b>LLC “Asbob” ( official<br/>dealer of Turkish company<br/>AKTEK in Tajikistan)</b> | <b>Turkey</b> – (powertiller-motorblock, sprayer, grass cutter, minitrailer, trimmer)   |
| 17.      | <b>LLC “TOR-SB”</b>  | <b>Russia</b> – equipment for processing of vegetables, fruits and milk<br><b>China</b> – equipment for processing of vegetables, fruits and milk   |
| 18.      | <b>Cooperative “Kishovarzoni<br/>Navgilem”</b>                                       | Local breeds of black-motley tribal heifers and bulls   |
| 19.      | <b>Dekhkan farm “Bobojon<br/>Maksud”</b>   | Local breeds of black-motley tribal heifers and bulls   |
| 20.      | <b>Dekhkan farm “Jahon”</b>  | Gissar breeds of sheep (local)  |



|     |   |   |   |
|-----|---|---|---|
| 21. | <b>Dekhkan farm “Daler”</b>   | Gissar breeds of sheep (local)  | <small>This project is funded by The European Union</small> |
| 22. | <b>LLC “Afzali Zarzamin”</b>  | Tribal bulls – Holstein and Simmental breeds (local)                                    |   |
| 23. | <b>Cooperative “Abdurauf Yusupov”</b>   | Local breeds of black-motley tribal heifers and bulls                                   |   |
| 24. | <b>OJSC “Barakati chorvodor”</b>  | Local breeds of black-motley tribal heifers and bulls                                   |   |
| 25. | <b>Cooperative “Navruz”</b>   | Local breeds of black-motley tribal heifers and bulls                                   |   |
| 26. | <b>Dekhkan farm “Zayniddin”</b>   | Gissar breeds of sheep (local)  |   |
| 27. | <b>Dekhkan farm “Umed”</b>  | Tribal heifers and bulls – Holstein, Schwick, Simmental and black-motley breeds (local) |   |
| 28. | <b>LLC “Livestock breeding farm Saodat”</b>   | Tribal heifers and bulls – Holstein, Schwick, Simmental and black-motley breeds (local) |   |
| 29. | <b>State regional livestock breeding enterprise</b>                                       | Gissar breeds of sheep (local)  |   |
| 30. | <b>Cooperative “Latif Murodov”</b>  | Tribal heifers and bulls – Holstein, Schwick, Simmental and black-motley breeds (local) |   |
| 31. | <b>STK “Makina Cida Makinalari Iml. San Tic. LTD. Sti”</b>                                | Turkey – milk processing equipment  |   |
| 32. | <b>KUTLUSAN Poultry Equipment Co.</b>   | Turkey - equipment for poultry  |   |
| 33. | <b>Big Dutchman International GmbH</b>  | Germany – equipment for poultry   |   |
| 34. | <b>Zuchtvieh-Export GmbH</b>  | Germany - Tribal heifers and bulls – Holstein, Schwick, Simmental breeds                |   |
| 35. | <b>Haller Livestock AG</b>  | Germany - Tribal heifers and bulls – Holstein, Schwick, Simmental breeds                |   |
| 36. | <b>Hunland</b>  | Hungary - Tribal heifers and bulls – Holstein, Schwick, Simmental breeds                |   |
| 37. | <b>LLC “Daleron Development Group” (official dealer of DeLaval company in Tajikistan)</b> | Germany, France, Italy – European equipment for livestock breeding farms                |   |
| 38. | <b>«AVAS Engineering» LLC (official dealer of Italian company Petribiasi)</b>             | Italy - equipment for processing of vegetables, fruits and milk                         |   |