



# MONTHLY NEWSLETTER

97th edition

10 August, 2015

Have you already registered?

Remember: August 14, 2015 IS THE DEADLINE FOR Early Bird REGISTRATION



## Save the date!



### AMFA 4th Investors Fair

**“On the Pathway to the Responsible Micro-finance”**

**Baku ,Azerbaijan  
October 9, 2015**

#### Gold Partners



#### Silver Partners



**CONFIRMED INVESTORS AND SERVICE PROVIDER COMPANIES**

Oikocredit  
Asian Development Bank  
Islamic Development Bank  
CGAP  
Triple Jump  
PASHABank  
IFC

Software Group  
MicroFinanzaRating  
Rozas Development  
Advisory LLC  
Smart Campaign/ACCION

#### OUR MISSION:

To strengthen the capacity of micro-finance institutions and to promote effective collective action in advancing the interests of the micro-finance community and its clients.

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Please, take a moment to forward this email to any interested colleagues or contacts

## Study tour of women entrepreneurs to Germany

During 28 June- 03 July 2015 AMFA ED being a Chair of ASK women entrepreneurship development commission have led a group of 4 women entrepreneurs from Azerbaijan in the regional study tour of women entrepreneurs to Germany. The Azerbaijani group was represented by 5 persons : Chair of the commission Ms. Jhale Hajiyeva, director of “Vekil Burosu” LLC Ms. Arzu Aliyeva, founder of “FFF+N” LLC Ms. Tajira Islamova, founder of Baku Textile Factory Ms. Sakina Babayeva and founder of “AIVA” LLC and “Epikur bagi” restaurant Ms. Parvana Iskenderova. The study tour was financed by Meklenburg - Vorpommern Technical Vocational Training Institute.

In total 13 women entrepreneurs from Caucasus region have participated in this study tour. Since women entrepreneurs were representing various fields respective customised B2B meetings were arranged. Plenary meetings were organized with the head of the social policy and international relations for Europe of German Confederation of Entrepreneurs ( BDA) Ms Renate Hornungdraus, in Bundestag, with the head of the Germany-East Caucasus friendship group among parliaments Ms. Karin Strenz and with the head of the Women Entrepreneurs Center Ms. Kristina Bannusher. Several interesting meetings were organized with organizations that specialized on facilitating business deals with postsoviet countries that accompanied with presentation of specifics on doing business in Germany and with german companies, useful recommendations and suggestions as well as lessons learnt from previous deals were shared. During the study tour field visits were organized to factories of the german women in business (production of elevators and maintenance, production of construction materials, textile distribution firm and men's wear factory.



In addition to meetings women entrepreneurs were offered seminars on “ Import & export while doing business with Germany”, “How to do selfmarketing?” that well equipped them with useful and practical advices and recommendations.

Testimonials from ASK women entrepreneurs:



**Arzu Aliyeva, director of “Vekil Burosu” LLC:** “ I returned back with memorable observations and hope experiences learned in Germany will be useful in developing entrepreneurship in Azerbaijan. We met many women in business while being in Germany. Each of them had unique business field and individual approaches to business. However they were united with one single feature that left a deep trace in my memory. All of them spoke very easily about their problems and mentioned that within Entrepreneurs Confederation their rights are protected. If they face any problems they immediately approach respective committee within Confederation that is responsible for ensuring entrepreneurs rights and committee provides needed support. If they problem need to be resolved through a court process they are attending it not just with advocate but also with representative of Confederation.

I wish that a similar committee on protecting rights of women entrepreneurs would be established within ASK as well so that women

entrepreneurs would be confident that in case of facing any business problems their will be able obtain necessary support in resolving it even if the court process will be required....”

**Founder of “FFF+N” LLC , Ms.Tajira Islamova:**“The trip was extremely interesting and full of meetings and conversations and all of them were different. German women in business looked very courageous and very relaxed. Meeting courageous women in business highly motivated me because i love my job very much and trust to its future. Trip to Germany provided me with many new ideas. I specially enjoyed my last meeting and if our deal will be realized this will allow me to lift my business to a new level of developed that i dreamed for. The study tour was very well organized and was full of quality meetings. ”

## Rabitabank OJSC celebrates its 22nd anniversary!

Rabitabank OJSC, that has begun its operations on 30 June 1993 under the license of Central Bank of the Republic of Azerbaijan, today celebrates its 22<sup>nd</sup> anniversary.

During these 22 years, bank has been successful in both broadening its branch network in the country, and improvement of service provided to its clients and been able to gain their satisfaction and trust. It is no coincidence that, Rabitabank has been selected as one of the 5 transparent banks of Azerbaijan in 2010 by Standard & Poor's.

Being recognized as the main partner of small and medium business, Rabitabank OJSC has been able to keep its position in the market and established cooperation relations with a number of local and international financial institutions, signed a long-term contract with EBRD, IFC, WBC, Islamic Development Bank and other investment companies.

Currently, Rabitabank OJSC with 641 staff members, along with providing its contribution to the development of small and medium business through its 2 divisions and 22 branch offices, also keeps providing financial services in different directions to clients. Over all these years, the Bank has been also successful in uniting around itself hundreds of professionals demonstrating high level of professionalism, loyalty and team spirit.

Since the year of 1993 up to that time, Rabitabank OJSC gained many achievements, broadened its coverage area and client base from year to year. In accordance with the financial statistics till 1st June 2015, Rabitabank increased the number of its assets up to 340 million AZN, loan portfolio to 224 million AZN, total capital to 63 million AZN and deposits to 239 million AZN.

## SUMMER INTERN PROGRAMME AT DAMIRBANK

One of Azerbaijan's leading banks – "DemirBank", has a 25-year long history and offers a wide range of services to customers in most regions of Azerbaijan. We feel proud for each of more than 1000 of our employees who keep working on achievement of our corporate objectives and would be happy to invite you to join the "DemirBank" family, our friendly staff and lively corporate environment.

"DemirBank" is inviting students who wish to gain additional knowledge and skills in various fields. The participants in the programme will be provided with opportunity to become a part of a professional team and lay the foundation for future career.

Students of the faculties of economics and management, with strong analytical and communication skills, proficiency in MS office and a foreign language are eligible for participation in the programme.

Interested candidates shall submit their resumes by email to [hr@demirbank.az](mailto:hr@demirbank.az) until the 31st of May. The summer intern programme lasts for 1, 2 or 3 months depending on agreement between the student and bank.

"DemirBank" arranges summer intern programmes for students on an annual basis. The programme is targeted at students with a considerable potential and ability to adapt to the office environment.

## TBC Kredit summarized the results for 2014

During the reporting period, TBC Kredit has increased its loan portfolio by 14,8% compared to the end of December 2013. As of December 31, 2014 the portfolio had reached 47,5 million USD with 6082 active loans. The portfolio is comprised mainly of business loans - 46%, the share of consumer loans and mortgage - 39% and 15% respectively. Share of rural loans, financing of which began from July 2014 is 6% of total business loans portfolio.

In comparison with the previous year, volume of consumer increased.

During the reporting period, TBC Kredit increased its performance and established cooperation with new partners, attracted long-term borrowings, issued and successfully placed its own bonds in the amount of 3 million manats in Azerbaijan and 5 million dollars of bonds in Georgia.

TBC Kredit LLC has a successful partnership history with foreign and local financial institutions when it comes to attraction of outside investment resources. For instance, in 2014 TBC Kredit LLC received several tranches in amount of \$15,6 mln that were directed to business lending development in Azerbaijan. Organizations such as MicroVest, ResponsAbilitySocial Investments AG, Triple Jump, OPIC (Overseas Private Investment Corporation, USA), European Bank for Reconstruction and Development (EBRD) and Black Sea Trade and Development Bank (BSTDB).

During 2014 TBC Kredit opened its branches in Sumgayit and Khachmaz, thus started to provide its services in the regions of Azerbaijan Republic. By opening a branch in Khachmaz, TBC Kredit began to finance a new type of loan in its portfolio – agricultural loan. In 2015 TBC Kredit plans to expand its activity in regions as well as opening new branches.

## Gender oriented microfinance performance

### Gender Performance Initiative e-Workshop

Hosted by The MicroCredit Summit Campaign, Women's World Banking is holding a learning event to share the value of using Gender Performance Indicators with industry stakeholders. Takeaways from this webinar will help financial institutions improve their outreach and service to women.

**When:** Tuesday, November 11 at 10:00 AM (EST)

**Where:** Online

The conversation, moderated by Jesse Marsden Research and Operations Program Manager at the MicroCredit summit will also feature Mike Krell, analysis and data management lead from the Microfinance Information Exchange (MIX), who will discuss the development of the "Select Five" Gender Performance Indicators, and Shahinaz Sager, network branch manager from Microfund for Women (MFW) in Jordan, who will be sharing the value of using these indicators in her organization.



For more information, please visit: <https://www.womensworldbanking.org/events/attend-an-event/gender-performance-initiative-e-workshop/>



## PROFFESIONAL DEVELOPMENT

### AMFA TRAINING CALENDAR

in the frame “Building female professionals and promoting women entrepreneurship development in rural regions of Azerbaijan” project funded by European Union

Training on Start and Improve your business:

(For female borrowers)

September, 2015– Zagatala

Any organizations and representatives who are willing to participate in the mentioned trainings, please contact with Sevinj Rustamova, AMFA Project Manager, via srustamova@mail.ru

### 2015 MFC Annual Microfinance Conference: “Employment, Youth and Investment: What can Microfinance do?”

**4-6 November 2015, Prague**

**Registration started on 3<sup>rd</sup> August: sign up in August and receive the early bird discount**

### Creditinfo Global Forum,

**16-18 September 2015, Istanbul, Turkey**

**PAYTHINK**  
 SEPTEMBER 28-30 | LAS VEGAS



### SMALL BUSINESS CONFERENCE

**16-18 November 2015, Nashville, Tennessee**

## CONTACT US:

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Azerbaijan Micro-finance Association

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