



# BUSINESS INSIGHT

AMERICAN CHAMBER OF COMMERCE IN THE KYRGYZ REPUBLIC



AmCham  
**1st  
AmCham  
Bowling Cup**

27.04.2017

ISSUE #21 | March 2017

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## Editor's Note



**Dear Members and Partners,**

The March issue of Business Insight focuses on new business services provided by AmCham-Kyrgyz Republic, including the latest AmCham Company Tour and the launch of the Vacancies page on our website.

In this issue, the British Ambassador to Kyrgyzstan, H.E. Robin Ord-Smith writes about Kyrgyz-British economic cooperation, potential partnership, and insights on how to make Kyrgyzstan more attractive to investors.

**The Council for Business Development under the Speaker of the Kyrgyz Parliament** held its first session on March 3, 2017. The issues raised by the business community ranged from **the introduction into the legislation student contracts, internships, and vocational training** to the **development of a bill optimizing the system of permits for purchasing real estate by foreign citizens**. AmCham-Kyrgyz Republic is a member of the Council, representing the interests of the business community, particularly those of AmCham members. In light of this, we welcome you, dear AmCham member-companies, to submit any issues you would like to be brought to the legislators' attention.

**The Investment Council under the Government of the Kyrgyz Republic**, where AmCham is represented as well, is another effective platform for constructive dialogue between the Government and the business community aimed at improving the business and investment climate. AmCham members are always welcome to raise any issues they wish to see considered by the Investment Council.

Here at AmCham, we always seek to promote our members' business interests and encourage further reform of the business environment. My colleagues and I are always keen to hear how we can help further your company's business development.

**Zarina Chekirbaeva**  
Executive Director

### AmCham Company Tour for AmCham members

This year, AmCham Kyrgyz Republic launched a new exclusive project, AmCham Company Tour, for AmCham members. This project provides a unique opportunity and access to a detailed review of each respective company. The pioneer of our project was the International five-star hotel "Orion Bishkek".

The Orion Hotel Bishkek is the newest addition to Bishkek's architectural image and represents a luxurious oasis of comfort, quality service and fine cuisine. Ideally located in the business district surrounded by a beautiful park and greenery, the Orion Hotel Bishkek features 84 luxurious rooms & suites, a bar & terrace which is the "place to be whilst in Bishkek", an all-day Restaurant where European Chefs meet every pallet and a fully equipped Spa & Fitness Center including an indoor pool & Wellness area. In addition, a large ballroom, as well as a meeting room and a boardroom, will assure that any conference, meeting or social gathering will be a success and a memorable experience.

During an exclusive VIP-tour, our guests learned everything about the elements of design and details of the interior of this beautiful and new hotel in our city. The tour was concluded by a Happy Hour at «Pishpek» Lounge Bar.

We sincerely wish further development and prosperity to the hotel Orion Bishkek!

[www.orionbishkek.com](http://www.orionbishkek.com)



## Annual Business Forum "Georgian Economy: Prospects and Challenges"

On March 20, 2017, AmCham Executive director Zarina Chekirbaeva attended an Annual Business Forum "Georgian Economy: Prospects and Challenges" organized by BIA Forum. The Business Forum covered plenary sessions, such as Infrastructure Projects, Investment Opportunities, Opportunities for SME Development, Tax and Legal Environment, Role and Importance of Leading SMEs, Real Estate Market Prospects, Building Successful and Long-Term Relationships with Investors, and others. Executive Directors of AmCham - Kyrgyz Republic, Zarina Chekirbaeva, and AmCham - Georgia, George Welton, discussed future regional collaboration between AmChams.



## Brief survey for generating general infographics of the AmCham membership base

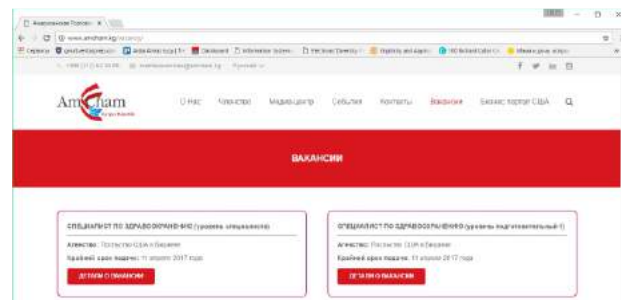
In order to collect high-quality accurate data on our members and create a general infographic picture of our multi-industry membership base, we are conducting a brief survey among the members of the American Chamber of Commerce in the Kyrgyz Republic.

The survey consists of 10 brief questions. Your cooperation in providing the most accurate and up-to-date information is highly appreciated. On our part, we guarantee full confidentiality of the information collected. We sincerely appreciate companies for information provided.

## Launch of "Vacancies" Page on AmCham website

The American Chamber of Commerce in the Kyrgyz Republic has launched a "Vacancies" section on its website in order to help our member-companies widen the pool of applicants and find most suitable candidates. Send us your vacancy descriptions and we will be happy to publish them!

The page will become an additional platform to search for right candidates. We invite our members to use this valuable tool, which will be promoted widely.



## The First AmCham Annual Bowling Cup-2017

The First AmCham Annual Bowling Cup organized for members of the American Chamber of Commerce in the Kyrgyz Republic will take place on April 27, 2017 at the "Cosmopark" bowling-club (starting from 18:30). We invite all AmCham members to join the tournament aimed to consolidate our members and stimulate the growth of the corporate spirit. The main event partner is Beeline Company.

We also thank our partners - Coca-Cola Bishkek Bottlers and Bearbeer Company



The participation terms are simple: The team should consist of 5 (five) persons. One or several companies can represent one team. Entrance fee per team is 5 000 KGS. If you do not have enough people in your team, but still would like to participate, please inform us as well. We are limited to 12 teams, so make sure to register your team before April 15!

Based on the highest scores, "The Best Team" and "The Best Player" will be awarded with valuable prizes and gifts from our main partner Beeline.

For all bowling tournament related questions, please contact us at 62 34 06 and office@amcham.kg.

*Bring your team together and register before 15th of April 2017!*



**Robin Ord-Smith**  
**Ambassador of Great Britain**  
**to the Kyrgyz Republic**



2017 sees the United Kingdom and the Kyrgyz Republic celebrate 25 years of Diplomatic Relations – a good time to outline how we see our continued contribution in supporting Kyrgyzstan become the successful, democratic country that its people and government want and deserve. We believe that the UK has relevant experience and expertise to share that can help overcome some of the ongoing challenges on the democratic journey. This isn't purely a question of helping establish a fully functioning parliamentary democracy. Any sustainable process of democratisation needs to go hand in hand with economic development that builds a strong and prosperous country with well paid jobs that provide a bright future for Kyrgyz in Kyrgyzstan.

This is why since my arrival nearly two years ago I have placed more focus on our trade and investment work, seeking to help the government make a more attractive offer to foreign investors, how to build a stronger private sector, develop key sectors of the economy, inform British business about opportunities and make the kind of connections with Kyrgyz companies that can lead to win-win ongoing business. I have specialised in this kind of work for much of my career, from Tokyo to Baghdad, Dushanbe to Malaysia, Sakhalin to Orange County.

It is fair to say that British companies looking at new markets might not immediately consider Kyrgyzstan. Information is scarce, the size of economy small and Bishkek a long way away from London. Like all companies they factor in perception of risk – political, economic, judicial, and balance this against return. They look for a track record of successful FDI projects and factor all these elements when making a decision. Since the downturn in 2008 companies risk appetite has been more conservative when considering overseas markets. But for UK companies the tide is turning and the cycle is beginning to pick up. This explains why 15 British companies came last month on the first Embassy trade mission. They were impressed by their meetings both with the private sector (big thanks to Am Cham for their help with this!) and government and most have told us they found real business opportunities. They will have returned to the UK as additional Ambassadors keen to talk to other companies about Kyrgyzstan as a potential market and investment location. As the UK looks ahead to a post Brexit existence we will increasingly be looking to expand our trade and investment links with Kyrgyzstan and the wider world, while retaining our important European trading relationships.

International companies are beginning to realise the benefits of looking at this market. There are important opportunities in Extractives, Education, Professional Services, Infrastructure, Energy and Tourism. And more. And a vibrant collection of IFIs and development partners who can offer competitive access to finance and guarantees to reduce risk. And Kyrgyzstan continues to offer the most open and liberal environment in the region – coupled now with the opportunities presented with the EU granting of GSP + and access to a market of 300 million customers within the EEU. Positioned properly, Kyrgyzstan can offer an ideal base for companies looking to leverage these.

We will be seeking in the coming months to build on the partnerships created during the trade mission, and to continue to press for further improvements in the business and investment climate, for more reform of the judicial system and cutting of red tape and transparent action to stamp out corruption. Reform in these areas will attract many more British and other foreign companies. Mostly we will be seeking to encourage all to look to the future and not seek to recreate the past. By this I mean exploiting the opportunities for developing the digital sector and creating "Taza Koom – Smart Nation" that will allow the development of new innovative sectors of the economy, improved customer delivery will help Kyrgyzstan position itself to the outside world as a modern, vibrant, innovative and democratic business location. With my colleagues in DFID, whose focus will be more oriented towards economic development, we will be supporting this process through projects like the Business Council in Parliament, where we will continue to work closely with Am Cham, IBC and other key multipliers to ensure the needs of the business community are better understood in government.

This is not simply altruism. A vibrant economy supports democratic process, encourages transparency and accountability and creates a stronger society. There is clearly a long way to go, but the benefits to Kyrgyzstan and all her international partners are clear.

### CCI Kyrgyzstan organized a tour of its plant for the children from SOS Children's Villages of Kyrgyzstan

On March 23, 2017, CCI Kyrgyzstan organized a plant tour for the children from SOS Children's Villages of Kyrgyzstan, during which they had a chance to see the production process and ask questions to the General Manager of the company. SOS Children's Villages is the world's largest charity working with orphaned and abandoned children. The General Manager of CCI Kyrgyzstan, Mr. Cem Kandemir, gave an inspirational speech, where he

mentioned the crucial importance of the children for the further development and bright future of the Kyrgyz Republic. The HR Manager, Nurzat Aidaralieva, conducted a training on self-development, where she shared her experience and noted the significance of making the right decision in this difficult period of their lives. The children went home very happy and inspired, ready to change their life for the better.



### Luxury Orion Weddings

The choice of venue for a wedding is crucial in creating that special, solemn atmosphere for the "wedding of your dreams". The Karkyra Ballroom offers a luxurious, festive hall, where each detail of the interior underlines the importance of the special event that gathered your guests. We, at the Orion Hotel Bishkek, took care of creating a romantic atmosphere, along with impeccable service and masterpieces of European cuisine from our chefs. Our team members are on hand every step of the way to make your wedding unforgettable!

Just tell us "YES" and leave the rest to us.



### Flydubai Airline becomes the General Partner of Voyager Group Tour Operator

Dear Partners,

Flydubai Airline is pleased to inform you of becoming a General Partner of Voyager Group Tour Operator. The Voyager Group is a creative and trustworthy company specializing in outbound tourism that offers only the best resorts and hotels in popular tourist destinations - United Arab Emirates, Sri Lanka, Maldives, Thailand, Goa, etc. The company organizes individual and group tours on regular flights of Flydubai Airline from 5 countries: Azerbaijan, Georgia, Kazakhstan, Kyrgyzstan and Tajikistan.

The team of Voyager Group cooperates with all the leading and small travel agencies in Bishkek and Osh.

The Company mission is to meet the high standards of quality tourism products and services that are affordable to all categories of the population, as well as to satisfy all customer needs.

Creating unforgettable impressions is our job. We will take care of your leisure!

Best regards,

Team Flydubai & Voyager Group

Call center: +996 (312) 319-000, +996 (706) 000-797  
<http://voyagergroup.travel/>



TravelEmirates

flydubai



## Aeroflot

Aeroflot is Russia's flagship carrier and a proud member of the SkyTeam global airline alliance. Aeroflot and its partners serve 1,062 destinations in 177 countries worldwide. In 2016, Aeroflot transported 29 million passengers (including Aeroflot Group subsidiaries - 43.4 million).

Aeroflot operates its own flights twice a day from Bishkek to Moscow and transit flights through Sheremetyevo International airport in Moscow, which provides the strongest hub connectivity from Bishkek to Europe and USA.

In 2016, Aeroflot became the first Russian airline to be awarded the high-ranking "Four Star Airline" status by Skytrax in recognition of the high-quality of its customer service, and was also named Best Airline in Eastern Europe for the fifth time at the Skytrax World Airline Awards.

Aeroflot operates one of the youngest fleets in the world with 190 aircraft.

Aeroflot is based in Moscow, at Sheremetyevo International Airport. Aeroflot is among the global leaders in aviation safety, with a European Community Safety Assessment of Foreign Aircraft (SAFA) Index - the main globally recognized safety parameter - comparable to its international peers.

The first Russian carrier to enter the IATA Operational Safety Audit (IOSA) register, renewing its registration for the sixth time in 2015, Aeroflot has successfully passed the IATA Safety Audit for Ground Operations (ISAGO) and is fully ISO 9001:2008, ISO 14001:2004 compliant.

**Tel.:** +996 312 66 01 11

## Alfa Development

The mission of "Alfa Development" Construction company, created in 2014, is creation and mastery at all stages of construction and installation works, as well as attention to detail and special wishes of the customers.

"Alfa Development" Construction company is, above all, a friendly team of professionals who strive for development and self-improvement. We have set for ourselves ambitious, yet achievable, goals. We started our business with the erection of apartment buildings in the capital of Kyrgyzstan, and recently began constructing an elite cottage village at the world famous "Karakol" ski resort, a modern residential complex on the territory of Raduga recreational center (Sary-Oy village), and also have several large investment projects at the stage of development.

Our company is oriented towards full and effective satisfaction of the needs of our customers and partners, the ability to find non-standard and effective solutions to current problems and to offer the best options for implementing projects under given conditions, which allowed us to establish ourselves as a stable and reliable company in the construction and real estate market. We also provide consulting on issues related to investing in real estate.

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## The Peace Corps in the Kyrgyz Republic

It has been 24 years since the United States Peace Corps opened in the Kyrgyz Republic in 1993 with an official country agreement signed between the governments of the Kyrgyz Republic and the United States of America. Since that time, more than 1,100 Peace Corps Volunteers have helped over 100,000 people learn English, develop management and leadership skills, engage in community projects and build healthy lifestyles. The government-to-government agreement establishes the principal worksites of Volunteers as secondary schools, higher academic institutions, municipal and non-governmental, health, community organizations, and small and medium-size business organizations. The generations of Volunteers that have served the country have also carried out successful projects in teacher training and youth development. These Volunteers helped strengthen community participation by teaching teachers advanced teaching methods and promoting critical thinking, leadership, project planning and implementation, gender education, computers and Internet technology. Volunteers work closely with their local counterparts. By working in both rural and urban communities, the Peace Corps is able to maximize its potential across the Kyrgyz Republic. Peace Corps in the Kyrgyz Republic has two core projects and a cross-cutting project on small grants:

- Teaching English as a Foreign Language Project
- Community Youth Development
- Small Grants for Community Development

Upon arrival to Kyrgyzstan, all Volunteers receive technical training and language learning, Kyrgyz or Russian, according to where they will be assigned, and study Kyrgyz culture. Leaving Kyrgyzstan, they take with them a piece of Kyrgyz culture and share it back in US.

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**WELCOME ABOARD!**

# MEMBERS OF THE AMERICAN CHAMBER OF COMMERCE IN THE KYRGYZ REPUBLIC



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## AmCham Discount Program Partners 2017

