

TCSP -Tajik Credit Support Partner: Empowering Development



TCSP

CREDIT SUPPORT TAJIKISTAN

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TCSP -Tajik Credit Support Partner

is a financial services consulting company established in 2014 under the law of Tajikistan. A unique-service consulting company that helps clients succeed in the Tajik marketplace



Project Implementation & Advice

Strategic advice to the Tajik and **international** institutions on strategies to facilitate easier access to finance for MSMEs



Technical Assistance

Design and implementation of tailored **Technical Assistance** programmes



Business Consulting

Empowering MSME business owners on sustainability and **making a difference**

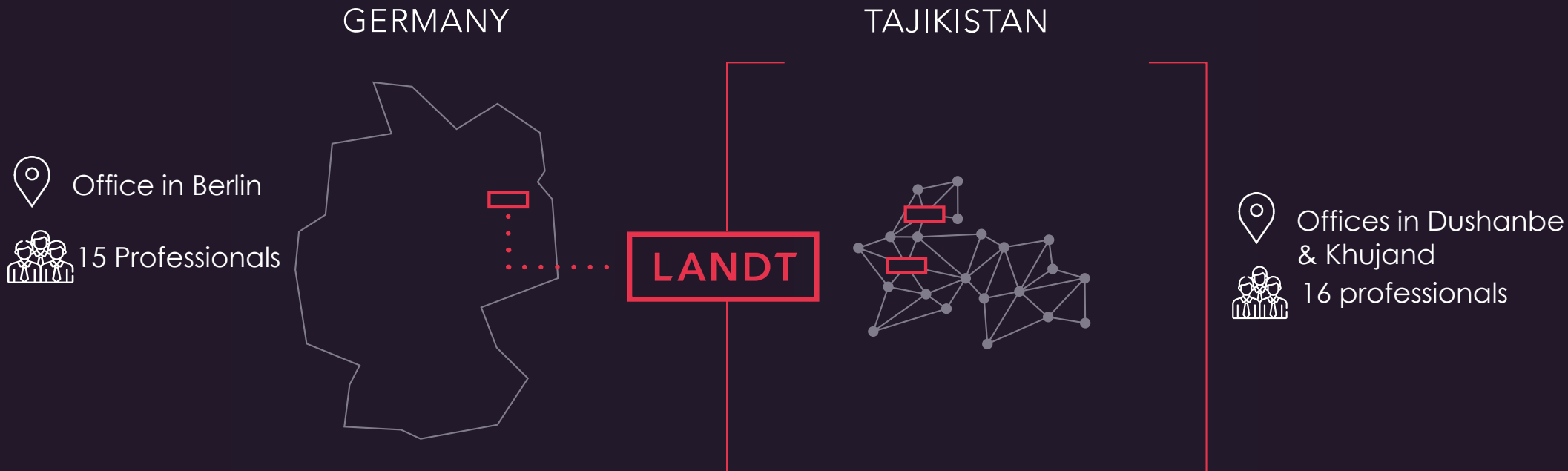
TCSP – Access to International Expertise

LANDT GmbH: Lean Head Office

- International know-how
- Synergies with other guarantee funds/projects)
- Exposure and access to various markets

TCSP: Strong Presence in Tajikistan

- Highly skilled team with domestic market know-how
- Daily interaction with Partner FIs
- TA implementation



Expertise and Service Offerings

Product Development

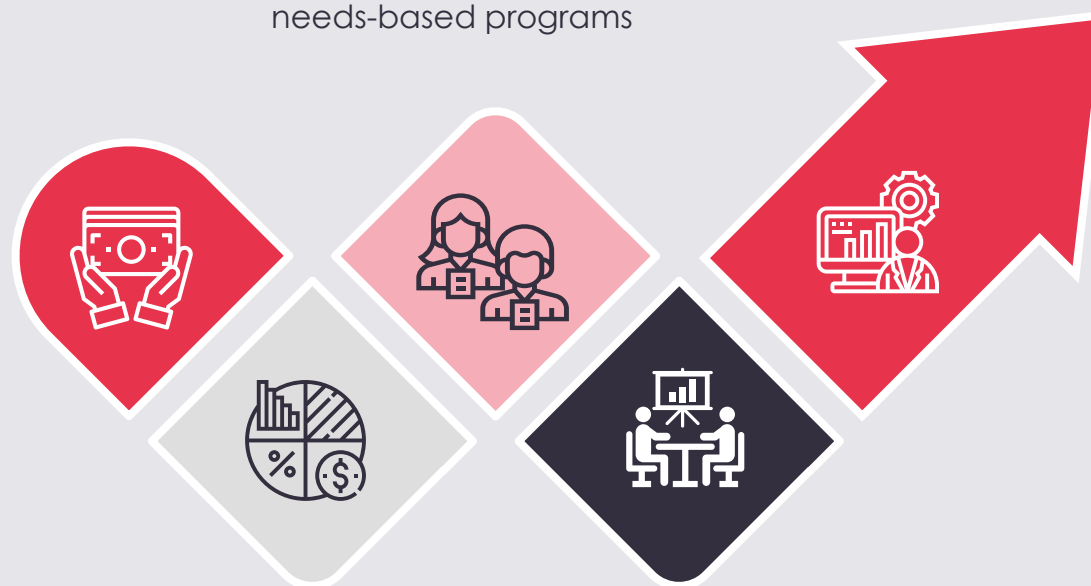
- High level of analysis of lending procedures of MSMEs across sectors
- Lending policy development and support in implementation
- Loan product targetting sepcific economic sectors

Portfolio Administration

- Loan Portfolio Administration and monitoring of SME projects
- Portfolio audit with depths analysis and recommendations
- Audit of PFI Loan Officers' activity

Capacity Building

- Trainings related to MSME sector, lending, banking sector, credit guarantee process and specific needs-based programs



Projects Implementation in Tajikistan

- Market research and feasibility studies
- Business plan for SME clients
- Start-up support with focus on profitability and growth

General Consulting

- Providing tailored consulting services for lending financial institutions, MFIs, MSME businesses
- Analysis of business performance and strategic advice

TCSP Highlights on Completed Projects

- On-going consulting support in line with the credit guarantee operations
- Regular interactions with partner financial institutions in line with the credit guarantee operations and technical assistance
- Ensuring compliance of guarantee policies and procedure



88 Workshops
7 Courses
800 Participants

Risk management, Financial analysis of MSME clients, Credit Guarantees & their benefits



Specific Training

- Agri-lending at 1 MFI
- Staff of IMAPCT Credit Guarantee Ltd Nigeria Fund received training “Credit Guarantee Funds – Strategy, Policies and Processes”



1 SME Lending Units

established at MFI and loan officers receive continuous on-field coaching and knowledge transfer thereby strengthening their SME lending capabilities.



Specific Training for external PI

- Training in SME lending techniques for MFI
- 7 participants



600+ Loan officers
354 other staffs of banks, MFIs and non-banking financial institutions have been trained by TCSP

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