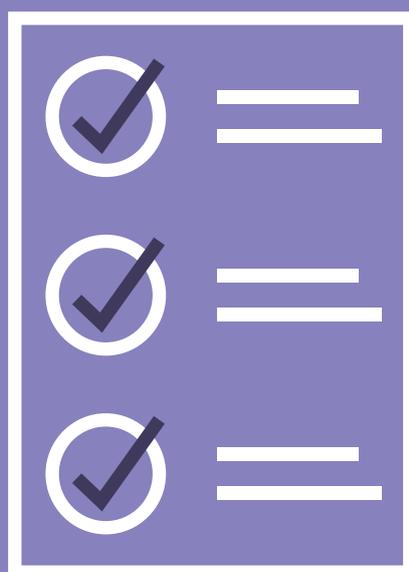

Increase demand?

Know how.

With funding from Japan, we helped Yakhmosi 33, a frozen food producer from Tajikistan, implement food safety procedures to take their company to the next level.



Frozen foods producer, Tajikistan

We helped Yakhmosi 33, a company producing frozen foods from Khujand in northern Tajikistan, improve food safety and hygiene procedures, bring accounting and financial reporting procedures up to international standards and expand the businesses, increasing turnover and profits by more than 20%.

Yakhmosi 33 is one of four companies owned by four brothers in Tajikistan. Founded ten years ago, this company produces ice-cream, frozen samosas and frozen dumplings for sale to over 3,000 retail outlets around the country, as well as through their own 6 shops in the region. These are Tajikistan's answer to fast food, but almost no one else has tried producing them on an industrial scale – yet that competition is increasing.

The company had ambitious expansion plans, but they also knew that carrying on with the same procedures would not be enough. We connected Yakhmosi 33 with two Japanese experts in food manufacturing. One, Mr Kenji Nagahori,



The adviser worked closely with Yakmosi on introducing international hygiene standards to the business.

advised specifically on business strategy, while the other, Mr Ichiro Kobayashi, is a specialist in food safety and food marketing.

The advisers:

- Educated Yakhmosi 33's executives and factory managers on the 7S (disposition, arrangement, sweeping, laundering, sterilisation, training and cleaning – which all begin with an 's' in Japanese) food hygiene system
- Created a manual for staff on cleaning, washing and sterilisation, and ensured reminder posters were set up around the factory
- Trained managers in hygiene inspections and created a hygiene promotion committee
- Made recommendations on product mix according to production capacity and marginal profit.

The company subsequently applied for ISO 22000, the international certification in food safety. With a turnover increase of 24%, pre-tax profits rising by 28% and the workforce growing by 33%, Yakhmosi 33 is on track to substantially scale up its production. Now, the EBRD is helping the group of companies with this next challenge through its first co-financing deal with a local bank in Tajikistan. After we helped them work with a local consultant on preparing their financial documentation, the EBRD and Tajik Bank Eshkata are extending a long-term loan to the Yakhmos Group under the EBRD's Medium Sized Co-Financing Facility (MCF).

www.ebrd.com/knowhow

Turnover

+24%

Pre-tax profit

+28%

Employees

+33%

Client contribution

€964

Total project value

€73,635

