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Welcome to StrategEast's fourth State and IT Eurasian Forum Report. The Forum was first held in Kyiv, Ukraine, and then in Tbilisi amidst the outbreak of the pandemic in 2020. Bishkek was chosen as the site of the Forum's third edition in 2021, and the old city of Samarkand hosted this year.

It is no coincidence that for second time our Forum is being held in Central Asia. We truly believe that with such a young population of 70 million, Central Asia is the next global IT hub and trusted IT destination. We are very passionate

about this and proud to be supported by governments and the civil society organizations, global development agencies and the international financial institutions. Our strength is in ability to build a coalition of prominent stakeholders interested in bringing about and delivering real change in a relatively short period of time.

As an example you can have a look at the Republic of Georgia in the Caucasus, where just in two years, supported by the local government, the donors and the international IT companies we've managed to build an entirely new sector of the economy from scratch. And just to mention that Georgia has built its thriving export-oriented IT sector and achieved extensive growth despite the pandemic.

Just in one year – over 31 international companies launched their operations in Georgia. As a result – the direct

income from IT export revenues exceeded \$35 million and over 2,000 high-paying jobs were created. On the same time – Georgia's first startup ever was acquired for \$50 million, and the first global product company – Rakuten Viber opened their R&D in Georgia, demonstrating the fast growing maturity of the local talent.

It just another time demonstrates that working systematically we can deliver fast results. We are eager to work with all of our partners to do the same in Central Asia. We have been working in several countries, but regional synergy remains our core belief.

In August, we opened our project office in Almaty to assist Kazakhstan with a Tech Orda project aimed to educate 20,000 local IT specialists and attracting big tech companies to launch their operations in Kazakhstan.

2022 is a special year for StrategEast. In September, we celebrated our fifth anniversary developing Eurasia's digital and knowledge-driven economy and ecosystem. Our five regional offices managing StrategEast IT Hub program with thousands of graduates and new jobs created. Tens of millions of dollars were invested into Eurasian IT industry and it has generated hundreds of millions in new export revenues from IT. We have accelerated over 50 startups assisting to attract FDI into local human capital.

StrategEast major Forums in Kyiv, Tbilisi, and Bishkek along with StrategEast.Live online events attracted hundreds of global thought leaders to a knowledge driven economy development in Eurasia. We are active in more than 20 countries. Our focus is not only on the Eurasian region itself, but on ensuring the region's place in the global

supply chain. These days we're working on developing the synergy between the Eurasian IT industry and the Gulf States.

I would also like to thank our partners. First and foremost, the government of Uzbekistan, who assisted us with organizing this event and supporting us in all of our activities in this country. We are also grateful to our global partners – the USAID and the European Bank for Reconstruction and Development. A special thanks as well to the IT Park of Uzbekistan and other IT parks in the region, including Georgia and Moldova. Thanks to Ernst and Young, MasterCard, Google, and all of the major tech companies supporting us, as well.

Soon we will see major vendors opening their offices in Central Asia, along with companies such as META and others. I envision that the next

year will bring extensive development in Eurasia's digital economy.

We came to this ancient city of Samarkand to say that we are going to develop the digital economy to deliver real change to the region, to bring about more gender equality, to create more equal opportunities for rural areas and the regional centers. We have come here to make Uzbekistan and Eurasian region part of the global supply chain.

2022 is a special year for StrategEast. In September, we celebrated our fifth anniversary developing **Eurasia's digital and** knowledge-driven economy and ecosystem. Our five regional offices managing StrategEast IT Hub program with thousands of graduates and new jobs created. Tens of millions of dollars were invested into **Eurasian IT industry and it** has generated hundreds of millions in new export revenues from IT. We have accelerated over 50 startups assisting to attract FDI into local human capital.

> Anatoly Motkin, President, StrategEast

Anatoly Mothin

Policy Recommendations Based on StrategEast State and IT Eurasian Forum 2022

The IT industry has proven to be a driver of Eurasia's integration into the global economy. It brings accelerated economic growth, employment for younger people, inclusive development, and the digital transformation of public services. Eurasian countries that have not yet declared developing their IT industry as a state goal are advised to put IT on the list of national priorities.

Our first recommendation for accelerating IT industry development is to set up an educational system specialized in IT.

Today, IT education programs at universities tend to be rigid, rarely change, and do not keep up with industry development. Students do not complete their studies and many leave the university to take courses with IT companies. In some countries, admission to universities may be difficult for women and residents of remote regions. In order to bring IT education in line with the requirements of the global market, we recommend involving representatives of international IT companies in developing curricula, integrating professional IT courses into the higher education system, and creating equal admission conditions for all population groups.

Creating special legislation for the IT sector was an essential factor for global IT companies' entry into Eurasian markets.

Kazakhstan, Ukraine, and Uzbekistan have become best case scenarios when it comes to taxation and legal protections for IT businesses. Other Eurasian countries may be interested in adopting elements of these countries' laws and regulations for the IT industry. Additionally, we encourage all Eurasian countries to improve judicial protection tools for foreign IT investors.

A system of selection, acceleration, and investment engagement in local startups is necessary to transition from outsourcing to creating homegrown IT products in Eurasia. It is better to select startups with products that have prospects for scaling up to global markets and those that work in artificial intelligence with a payback period of 3-5 years when participating in acceleration programs. Global tech companies are ready to invest funds in local startups, but only through venture funds institutions.

Countries need to create national and regional-level venture funds in order to attract investments from global IT companies.

Smart Fintech may be one of the most promising specializations for local startups, particularly in the regions of Central Asia.

In order to develop Fintech, governments and local financial regulators are encouraged to create a sandbox for Fintech experiments.

This sandbox must operate without the bureaucratic delays that are typical for the region.

We encourage international financial organizations and development institutions to support the IT industry more effectively by creating country and regional-level "donor coalitions" that can jointly finance research, education, acceleration, and other IT development projects by working in cooperation with local governments and the local IT industry.

Key speakers



Sherzod ShermatovMinister for Development of Information Technologies and Communications of the Republic of Uzbekistan

"Our goal is to make Uzbekistan the next trusted IT destination. To reach this goal, we already have all the necessary components: one of the best legislations for IT development, a favorable tax environment, and a young and rapidly growing population. Our government is committed to continue to work in this direction and to enhance our IT industry's capacities, human capital, and infrastructure. All we need is trust from global tech companies in terms of delivering outsourcing projects to be implemented in Uzbekistan."



Iulia SanduPrivate Enterprise Officer / Acting Director of the Economic Growth and Environment Office, USAID Uzbekistan Mission

"Promoting the development of the IT industry is one of our main goals in Uzbekistan and the whole of Central Asia. The rapid development of IT is transforming the way people live and has the power to support economic growth, improve development, and lift millions of people out of poverty. Globally, USAID is working toward a future where information technology promotes inclusive growth and fosters resilience and a democratic society."



Steve Hoffman

Chairman and CEO of global innovation hub Founders Space, author of bestsellers "Make Elephants Fly," "Surviving a Start-up," and "The Five Forces"

"Uzbekistan is on the cusp of a major change, as digitization sweeps the world. With a young, entrepreneurial population, there's tremendous potential for growth and innovation as digital transformation erases national boundaries and opens up global markets."



Matilda DimovskaUNDP Resident Representative in Uzbekistan

"Digitalization brings a range of opportunities but also challenges that cannot be ignored. One of the most dangerous challenges is the digital divide. We already see that in low-income countries, 70% of households are not covered by broadband Internet, which is becoming a new form of exclusion. Therefore, it is crucial to pay attention to inclusivity, set up a people-centered approach, and include all population groups in digitalization."



Yersultan Yermanov

Director of Development of the IT Industry, Ministry of Digital Development, Innovations and Aerospace Industry of the Republic of Kazakhstan

"Developing the IT industry is one of the priorities of the Government of Kazakhstan. The state provides significant support to the IT sector, and our main tasks now are to strengthen human capital and regional development."



Jonathan TowerGeneral Partner, Catapult VC

"Geography and capital have de-coupled. Silicon Valley is everywhere now. We believe Central Asia is well-positioned to be a dominant tech hub for the next decade."



Rafal Trepka General Manager Central Asia, Mastercard

"Fintech startups have huge potential. You can come to the market with any sort of technological solution, from new paytechs decisions to tools for improving user experience. And if your ideas interest financial institutions, you may be able to scale up very quickly."



Sultonmurod RasulovInternational Markets Promotion Manager, IT PARK Uzbekistan

"The IT Park's goal is to build an IT Hub for the Central Asian region in Uzbekistan and increase our exports to 1 billion dollars by 2028. To reach this goal, the government and IT Park not only launched preferential tax regimes for residents but also invested heavily in building all of the necessary infrastructure, starting new educational courses, and creating favorable conditions for IT development in the regions."

Global IT Industry Trends



Elena Krukovskaya, Chief Operations Officer, Exadel

"One of the global trends in the IT industry that can be implemented in Central Asia is digitalizing the traditional economy. For example, Central Asia can become a center of agro-tech development, as the region is well known for high-quality fruits and vegetables cultivated in eco-friendly ways."

Panelists: Nikolay Yarmov, Senior Business Advisor, AmCham Uzbekistan | Yurii Antoniuk, Vice President, CEE Head, EPAM Systems | John Farr, Industry Value Advisor, SAP Middle East | Steve Hoffman, Chairman and CEO, Founders Space | Elena Krukovskaya, Chief Operations Officer, Exadel | Felix Lammers, Manager Corporate Partnerships & Co-Founder, Plug and Play Uzbekistan | Olga Skorokhodova, Head of Former Soviet Union, Government Affairs and Public Policy, Emerging Markets, Google

Felix Lammers, Manager Corporate Partnerships & Co-Founder, Plug and Play Uzbekistan

"We see great potential for win-win partnerships between global corporations and Central Asian startups. That is why Plug and Play aims to build an ecosystem of startups, investors, universities, and governments in the region and integrate it into our Global Innovation Network."

Olga Skorokhodova, Head of Former Soviet Union, Government Affairs and Public Policy, Emerging Markets, Google

"Governments can deploy next-generation technology by adopting cloud-first policies for the public sector and creating a competitive regulatory and market environment."

Inclusive Digitalization of Central Asia



Panelists: Eric Livny, Regional Lead Economist, Central Asia, EBRD | Yurii Aronskii, Chairman, Union of Economists of Turkmenistan | Farhod Boboev, Deputy Director, State Unitary Enterprise "Smart City," Dushanbe, Tajikistan | Irakli Kashibadze, CEO and Founder, Future laboratory | Bekzod Kasimov, International Operations and Exporters' Support Manager, IT Park Uzbekistan | Avigail Menashe, Executive Director, Kyrgyz Software and Services Developers' Association | William Tompson, Head of the Eurasia Division, Global Relations and Cooperation Directorate OECD

Yurii Aronskii, Chairman, Union of Economists of Turkmenistan

"Since 2019, Turkmenistan has been actively working to improve legislation and national policy in the field of developing the digital economy. But in order to achieve the maximum positive effect from digitalization, it is still necessary to overcome a number of difficulties and address issues related to improving Internet speed, especially in the regions; establish closer contact with a number of international companies and organizations in the telecommunications sector, and work on expanding the market for innovative projects and services."

Farhod Boboev, Vice Director, State Unitary Enterprise "Smart City," Dushanbe, Tajikistan

"One of our ambitious projects is the IT Park in Dushanbe. The IT Park in Dushanbe will be the first synthesis of the integration of science, education, and high techs in the Republic of Tajikistan. It will be a place where active and talented people turn their ideas into real projects due to the availability of modern technical infrastructure and financial and scientific support."



Avigail Menashe, Executive Director, Kyrgyz Software and Services Developers' Association

"The Central Asian countries could improve their position as the next IT destination and their global market standing considerably if they cooperated with each other more actively. While entering the global market, we all face the same image challenges, which we can overcome by uniting our resources, expertise, and vision."

Special event in Partnership with Astana Hub: Development of Kazakhstan's Export IT industry



Abay Absamet, Managing Director at Astana Hub

"The main goal of Astana Hub is to help our residents increase IT exports by \$500 million by 2025. To achieve that, we support IT companies and tech startups on every stage of their life cycle, starting with PR and talent acquisition, development, support measures, and scaling."

Aktore Barlybayev, Product manager, LLP "Toolpar," Tastamat project

"It seems the stars have to align for startups to survive a "death valley" period and get on a growth path. In our case, at the initial stage, Astana Hub's support played an essential role. Free residence with access to all the necessary infrastructure, the opportunity to participate in international tech exhibitions, and networking within the technopark enabled us to start successfully, reach our first international customers, and enter the markets of other countries."

Aida Dikhanbayeva, Director of the StrategEast Kazakhstan Project Office

"By 2030, the global tech market expects a shortage of IT specialists due to the digital economy's rapid development. To maintain the pace of economic growth in the future, it is critical to invest in education today. Realizing this, the Government of Kazakhstan has launched a large-scale program, "Tech Orda", which provides funding for training IT specialists in Kazakhstan."

Rostislav Konyashkin, Chairman of the Management Board, National Information Technologies JSC

"According to the United Nations E-Government Development Index, Kazakhstan ranked 8th globally in the development of online services and 28th in e-government effectiveness. 94% of public services were transferred to an online format and automized, but we still have a low level of service participation. Therefore, our current priority is transforming our approach to delivering public services, simplifying registration and identification via biometrics, and making all public services available through a smartphone."

Panelists: Anatoly Motkin, President, StrategEast | Yersultan Yermanov, Director of Development of the IT Industry, Ministry of Digital Development, Innovations and Aerospace Industry of the Republic of Kazakhstan | Abay Absamet, Managing Director at Astana Hub | Aktore Barlybayev, Product manager, LLP "Toolpar," Tastamat Project | Rostislav Konyashkin, Chairman of the Management Board, National Information Technologies JSC | Pavel Koktyshev, Managing Partner & Co-Founder, MOST Ventures | Aida Dikhanbayeva, Director of a Project Office StrategEast Kazakhstan

Pavel Koktyshev, Managing Partner & Co-Founder, MOST Ventures

"Central Asia's digital economy is showing excellent growth results. Venture capital in Central Asia has risen by 28% since 2020. The largest investment raised by a Kazakh startup reached \$10 million. There is no limit Central Asia's IT industry potential."





Startups Acceleration: Route to Silicon Valley



Emin Aliev, Founder, Partnerships Center

"Trust is an essential component of any thriving startup ecosystem. In high-trust countries, it is much easier to start a business from scratch, find customers, and reach investments, even for unknown startups. In low-trust countries, in order to succeed, you first need to form relationships with the community, create conditions where people from the industry can communicate, and build trust with one another."

E-governance in Eurasia

Anastasia Kalinina, Co-Founder and CEO, Re-State Foundation

"In designing an e-governance system, it is essential to use human-centric, participatory, and deliberative approaches. Governments should help citizens feel safe, secure, and respected as they receive public services online."

Davit Nadirashvili, Chair, Digital Governance Agency of Georgia

"After we transferred all public services to the digital space, we faced the problem of a large number of existing services. Now we are actively working on process automation, which will help simplify the e-government system and make it more efficient."

Oleg Pekos, First Deputy Minister for the Development of Information Technologies and Communications of the Republic of Uzbekistan for Digital Economy and E-government Issues

"Our general strategy is fairly simple: to make e-government tools so user-friendly that every citizen wants to use the MyGov app and other online public services."

Olga Tumuruc, Director, Electronic Governance Agency of the Republic of Moldova

"By building an e-governance ecosystem, we don't want to just replicate the way we traditionally interact with citizens in public service provision. We are rethinking all service-delivering processes, re-engineering and simplifying them, and only making them digital once we have completed that process."

Panelists: Lika Merabishvili, Project Manager for the Caucasus, StrategEast | Emin Aliev, Founder, Partnerships Center | Chris Burry, Co-CEO, US Market Access Center | Rozik Chorshambiev, Country Manager for Tajikistan, Accelerate Prosperity | Avtandil Kasradze, Chairman, Georgia's Innovation and Technology Agency | Naomi Kokubo, Cofounder & COO, Founders Space

Chris Burry, Co-CEO, US Market Access Center

"If you want to make your startup globally competitive, you must start to think globally. To succeed in the transition from a local startup mindset to a truly global startup mindset, you have to become deeply costumer-centric, care about the development of the company structure, adhere to the approach of decentralized decision-making in the company, learn how to tell stories about the value your startup creates, and build a corporate culture that will be viable in other cultures."

Rozik Chorshambiev, Country Manager for Tajikistan, Accelerate Prosperity

"Not everything is about money in this world. Money is everywhere. If you are making quality products and your customers, partners and investors trust you, the money will flow to you on its own."



Panelists: Hannes Astok, Executive Director and Chairman of the Management Board, e-Governance Academy | Shakhboz Akhmedov, Senior Research Fellow, Knowledge and Research Networking, CAREC Institute | Anastasia Kalinina, Co-Founder and CEO, Re-State Foundation | Davit Nadirashvili, Chair, Digital Governance Agency of Georgia | Oleg Pekos, First Deputy Minister for the Development of Information Technologies and Communications of the Republic of Uzbekistan for Digital Economy and E-government Issues | Olga Tumuruc, Director, Electronic Governance Agency of the Republic of Moldova





IT Investment Funds in Eurasia

Pavel Koktyshev, Managing Partner & Co-Founder, MOST Ventures

"Building strong entrepreneurial support communities is the most natural way to create an effective and self-sustainable startup ecosystem. That is why we pay so much attention to holding various trainings for investors, learning the best global practices, and creating a platform for experience exchange between investors, founders, mentors, and business angels."

Sergey Tokarev, Founding Partner, Roosh

"A fair and transparent justice system, a competitive tax system, and tax credits for tech companies are essential components of a favorable environment for investors. When all of these are in place, the government can support the tech, venture, and startup sectors by launching a fund of funds to provide additional financial support and speed up international networks."



Panelists: Lyazzat Mukhamedsafa, Big Tech Manager for Kazakhstan, StrategEast | Pavel Koktyshev, Managing Partner & Co-Founder, MOST Ventures | Sergey Tokarev, Founding Partner, Roosh | Jonathan Tower, General Partner, Catapult VC

IT Industry in Uzbekistan



Dilovar Mavlonov, Partner, Tax Services in Uzbekistan, EY

"Tax exemption for IT Park residents is a great initiative but creating a favorable tax environment also requires providing tax benefits to all digital economy stakeholders, including investors, venture funds, infrastructure companies, and IT training platforms."

Kamola Sabirova, Advisor to the Minister, Ministry of the Development of Information Technologies and Communications of the Republic of Uzbekistan

"One of the most important tasks for the Ministry in terms of creating conditions for sustainable growth of the IT industry is to counteract stereotypes regarding women and youth participation in IT. We strongly believe that the IT sector not only brings economic development but also improves the lives of people. That is why we should create such a system that allows all groups of people to benefit from participation in the new digital economy."

Panelists: Filip Stoyanovich, Chief of Party, USAID's Future Growth Initiative for Central Asia | Renat Akhtyamov, Office Head, EPAM Uzbekistan | Céleste Laporte-Talamon, Policy Analyst in the Eurasia Division, OECD | Dilovar Mavlonov, Partner, Tax Services in Uzbekistan, EY | Sultonmurod Rasulov, International Markets Promotion Manager, IT PARK Uzbekistan | Kamola Sabirova, Advisor of the Minister, Ministry of the Development of Information Technologies and Communications of the Republic of Uzbekistan | Yulia Yakovleva, Director, Exadel Uzbekistan

Yulia Yakovleva, Director, Exadel Uzbekistan

"Uzbekistan has huge potential for IT development. Still, to realize this potential effectively, it is necessary to improve the IT infrastructure, enhance the country's image in the global market as a trusted supplier of IT products, and develop the business and marketing skills of local IT entrepreneurs."



Smart Fintech Solutions





Panelists: Daria Batalova, Education Program Director, StrategEast | Azizjon Azimi, Founder & CEO, zypl.ai | Natia Gvazava, CLO, Identomat | Rafal Trepka, General Manager Central Asia, Mastercard

Azizjon Azimi, Founder & CEO, zypl.ai

"The way we can win is by becoming a regulatory sandbox for the Fintech industry. We should be quick to counteract the view that regulators have to be slow and beaureaucratic. If we manage this, we might be one that actually leapfrogs technologies."

Natia Gvazava, CLO, Identomat

"Implementing Fintech solutions into daily operations is the only way for banks and financial institutions to not die out. Most financial institutions understand it pretty clearly and are already investing in Fintech."

New Education for the New Economy



Panelists: **Aida Dikhanbayeva**, Project Manager for Kazakhstan, StrategEast | **Botir Arifdjanov**, Founder, Astrum IT Academy | **Muzaffar Djalalov**, Rector, Inha University in Tashkent | **Farzom Hamdamov**, Partnerships Lead, Ilmhona Skills Accelerator

Botir Arifdjanov, Founder, Astrum IT Academy

"The reason for opening the academy is not only to meet the market demand for IT specialists, but also the desire to change the educational landscape in Uzbekistan. University acceptance rate is only 27%, which means that the majority of talented young people do not have a chance to get a quality education. That is why our goal is to launch such a sustainable platform that will help youth become a part of a new digital economy."

Muzaffar Djalalov, Rector, Inha University in Tashkent

"It's time for universities to change, for example, by integrating a blended learning system. There is a good practice started in Korea: a two+two program with industry. Such a system includes two years of studying at a university and two years of working in an IT company, allowing students to gain solid knowledge during lectures and then try it out directly in practice."

Farzom Hamdamov, Partnerships Lead, Ilmhona Skills Accelerator

"Direct collaboration with the IT industry is essential. Our academy constantly communicates with IT companies studying market demands, resulting in 85% of our ProSkills bootcamp of students being employed immediately after graduation."





Participants

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Strateg<mark>East</mark> State and IT Eurasian Forum

The StrategEast State and IT Eurasian Forum is held annually in different countries of the Eurasian region.

The Annual StrategEast State and IT Eurasian Forum is a unique platform that brings together global and local representatives of the private sector, governments, and financial institutions. The Forum provides a unique opportunity to discuss what needs to be done in order to enhance the innovative economy across the region and assist the Eurasian countries with integration into the global economic and security system.

- Over 70 high-level speakers
- Over 200 participants
- Over 30 global and regional institutional partners



StrategEast is a leading independent institution working to develop the Eurasia's digital economy, in collaboration with international financial institutions, development agencies, global tech companies, and Eurasian governments.

StrategEast is a non-profit organization with offices in the United States, Georgia, Kazakhstan, Kyrgyzstan, and Ukraine







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