

*Write your business
success story with
Development Solutions*



PERFORMANCE AND ACHIEVEMENT

REPORT 2018

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CEO GREETINGS

I congratulate our employees, volunteers and partner organizations, citizens who wrote a success story together with the Development Solution NGO on the 10th anniversary of their valuable contribution to the social and economic development of Mongolia.

Since its inception in 2008, the Development Solution NGO has been actively working to fulfill its mission and continues to disseminate knowledge, practice of international business and entrepreneurship and jointly implement sustainable development solutions with the participation of local residents.

Over the past 10 years, our outstanding employees with knowledge, skills and sincere perfection have implemented more than 70 programs and projects suitable for the environment and conditions of the country in accordance with international standards with support of international and local funding agencies. As the Chief Executive Officer, I am confident that in the future these powers will grow and we will do even more.

I sincerely thank you for your continues support for our work.

Sincerely,
Chief Executive Officer
E.Bat-Orshikh

HISTORICAL PATH-DEVELOPMENT SOLUTION NGO 2008 - 2018

2008-2018

Development Solutions NGO is a non-governmental organization in Mongolia that was established in August 2008 and leads responsible and transparent operation in direction of improving life quality of households, create business capacity for growth and promote eco-friendly social, economic development through innovative, effective and best solutions.

Our organization were constantly improving our service quality and successfully implemented ISO 9001:2015 standard of international quality management in October 2018.

Also, following main works were completed in 2008-2018.

- ★ In 2018, we conducted development training and consultations on the development of agricultural strategies and policy documents as well as business projects to rise herder's income in the framework of the tripartite coalition agreement with the herders and Local Governments of Khanbogd soum and Oyu Tolgoi LLC.
 - ★ From 2016 to 2021, we took responsibility for the day-to-day activities, trainings, and counsels of the "Business women Center - Incubator" project implemented by the Asia Foundation with funding from the Korea International Cooperation Organization (KOICA) with orders and support from the Capital City's Governor's Office.
- 
- ★ In 2018, in cooperation with the Mercy Corps, "Improving financial access for participants in meat value-added network" was implemented to develop meat business of businessmen and herders, and intermediate finance for them in Khentii, Selenge, Bulgan and Sukhbaatar aimags along with organizing events to support start-up business for herder youth.
 - ★ In 2016-2018, with the support of the United States Agency for International Development (USAID) in collaboration with the Development Solu-

tion NGO, REACH (Supporting financing among small and medium business owners) project was implemented in Ulaanbaatar city, Bayan-Ulgii, Dornod, Dundgovi, Selenge aimags to provide support to small and medium businesses to attract financing from bank and financial institutions necessary for financially robust and sustainable operation.



- ★ In 2016-2018, we organized a comprehensive training course on entrepreneurship development for local herders and graduates of VTCs in collaboration with the Labor and Welfare Office.
- ★ In 2017-2018, we have trained Local mentor consultants and supported local start-up business youth within the framework of the Youth Employment Promotion project funded by Swiss Development Agency.
- ★ In 2016-2018, the Global Youth Entrepreneurship Challenge was held among pupils of general education schools in collaboration with Japan's Save the Children Foundation. Under this program, students have been attended business project and business ideas development trainings in technical and technological fields and successfully involved in international competitions.
- ★ Since 2013, in cooperation with the US-based international organization Global Communities we collaborated on business development of agricultural cooperatives, connecting them with market and providing finance in Selenge, Tuv, Khentii, Khuvsgul and Darkhan-Uul aimags.
- ★ In the 2015-2016 period, the "Agricultural Marketing" project to make the local herders to add value to agricultural products and reach the market was implemented by the Team for Vocational Advisory Service in Jargalant, Galuut and Bayantsagaan soums of Bayankhongor aimag funded by the Mongolian Ministry of Food and Agriculture and World Bank.

- ★ In cooperation with the Sustainable Micro Mining Project of the Swiss Development Cooperation, in 2012-2018, programs to support local entrepreneurship initiatives for local citizen involved in micro mining due to loss of livestock were implemented in Bayankhongor, Dornogobi, Tuv, Arkhangai, Govi-Altai, Selenge, Dundgobi, Bayan-Ulgii, Khovd, Khentii, Implemented in Umnugovi, Zavkhan and Uvs aimags.
- ★ In 2010, the “Capacity building for small and medium businesses and introducing mining supply services” program was implemented in Tsogttsetsii soum of Umnugovi aimag and created first local suppliers business owners with support from Energy Resource LLC and Business Consulting Service-Mongolia program of European Bank for Reconstruction and Development.
- ★ In 2011, Gobi Shim program to support local business and economy funded by the Oyu Tolgoi company was implemented in Dalanzadgad, Khanbogd, Bayan-Ovoo and Manlai soums of Umnugovi aimag and first local business owners were created.
- ★ In 2008-2011, the Mongolian Agricultural Business Promotion Program funded by the Ministry of Agriculture of the USA was implemented in Bayan-Ulgii, Darkhan, Erdenet, Dornod, Selenge, Bulgan and Tuv aimags, in Songinokhairkhan, Sukhbaatar, Bayangol and Baganuur districts of Ulaanbaatar city, also delivering development program for herders, farmers, small and medium sized entrepreneurs.
- ★ Since 2002, ger area community entrepreneurship supporting program is implemented within the framework of GER initiative, Business Development and Employment Supporting program implemented in Mongolia by the CHF international organization funded by the US Department of Agriculture and the United States Agency for International Development (USAID).

ABOUT THE ORGANIZATION

The Development Solution NGO is a community-based organization dedicated to improving the quality of life of households through innovative, promoting growth-oriented business capacity and promoting eco-friendly socioeconom-ic growth through innovative, effective and best solutions, and since its es-tablishment on 14th August, 2008, within the framework of its 70 projects and programs, we have become the incentive for each of our customers for growth and development, and effectively provide multipartite comprehensive services such as supporting citizen, herders and business owner’s entrepre-neurship thinking, attitude, business skills and connecting them with selling channel and access to funds.

VISION THAT LEADS TO DEVELOPMENT

Development Solution will be a innovative, effective and best organization providing professional comprehensive services to promote business develop-ment.

SOCIAL MISSION

Through Innovative, Effective and Best Solutions, The Development Solution will:

- Improve the quality of household life.
- Create development-oriented business capacity.
- Promote environmentally friend-ly socio-economic growth.

THEORY OF CHANGE

When distributing methodology, knowledge, information and experi-ences in humanitarian, earth friendly, effective business to the main driv-er of socio-economic development of Mongolia such as herders, small and medium sized entrepreneurs as well as children, youth and women, development solution that ensures quality life of citizen, competitive and sustainable development will be achieved.

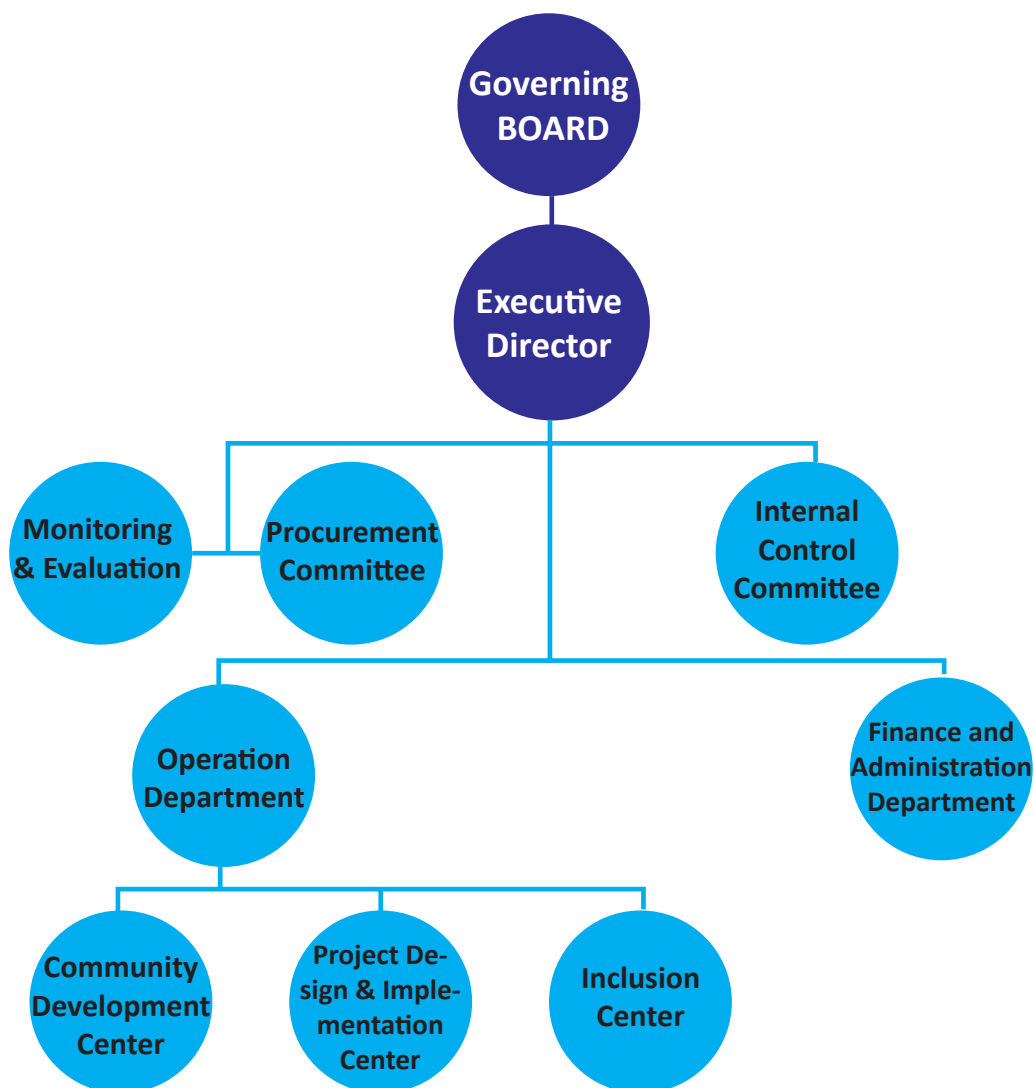
ACTIVITIES MODEL

Development Solution NGO works with do-mestic and foreign sponsors and support or-ganizations to accelerate the development of the private sector in Mongolia and to develop global knowledge and experience in Mongolia in accordance with the quality management system ISO 9001: 2015 standard, to record the innovative, effective and successful business stories.

Values

- Maintain management culture of non-governmental organization in line with internationals standards
- Provide a value-adding and result-ori-ented comprehensive, long-term busi-ness development strategy that meets each customer’s needs; and
- Every employee of our organization values productive cooperation and con-stantly renews their efforts and initia-tives with human-centered approaches.

ORGANIZATION STRUCTURE



GOVERNING BOARD

Chairman:

BAYAR Budragchaa

Member:

BATKHUU

Tserenbyambaa

Member:

BAASANJARGAL

Khurelbaatar

Member:

TSENDJAV

Mandakh

Member:

TSEVEGJAV

Gumenjav

DEVELOPMENT SOLUTION NGO

EMPLOYEES OF THE ORGANIZATION

There are currently 22 staff members. 90% of all employees are advisors and trainers and are committed to providing comprehensive professional development services to support business development.

VOLUNTEER WORKERS

Since its inception, the Development Solutions NGO has been working with 16 volunteers from USA, Japan, Canada and the United Kingdom. In 2018, three international volunteers supported their organization and shared their knowledge and experience with business entrepreneurs.

VOLUNTEER MENTORS

The Development Solution NGO prepared more than 200 volunteer business mentors in Ulaanbaatar and in the regions to provide advice to target business owners and entrepreneurs.

ORGANIZATION CULTURE

The Development Solutions NGO has its own culture since its inception, and every employee is one of the core values of the organization and is vital to the organization's vision, mission and objectives.

The Development Solutions NGO managed to create conditions for the promotion and self-development for employees as well as a vibrant and comfortable environment so that every employee become a part of a productive, fulfilling and warm atmosphere within its occupations and responsibilities to write the development story of the organization 'Development Solution'.

98% of the organization's employees are highly qualified and internationally trained through professional training and continuing education programs, and represent a young team that has created a modern corporate culture through its professional, transparent, principled, responsible and friendly work with clients and funding organizations and business owners that is example for other organizations.

Within the framework of the programs, we created several branches in the regions, in which at least 2-5 people worked, which turned into a network of business consultants in aimags and soums throughout Mongolia.

COOPERATION



The principles of our operations are based on the UN's Sustainable Development Goals. As the of Sustainable Development Goals are humans "homework assignments" by 2030, it requires the same level of involvement from not only the Governments but also individuals, civil society, community organizations and the private sector.

The following examples illustrate how our values and activities are contributing to the accomplishment of these 17 goals.

COOPERATION



OBJECTIVE 5:

In the context of gender equality:

During the past two and half decades, over 3000 women from 9 districts of Ulaanbaatar city were participated in seminars and visited the Center within the framework of the Entrepreneur Women Center, and had implemented their business ideas and had strengthened their social standing. In addition, 60% of the REACH Projects participants were women and 40% of those who received financing and broadened their business was women entrepreneurs.



OBJECTIVE 8:

Within the Goal of creating economic growth and decent work:

As a result of business consulting services, business trainings and implemented projects and programs, the Development Solutions NGO has raised \$39.6 million for small and medium enterprises, the economic leverage of Mongolia, and has generated sales revenue increase by \$2.4 million. In addition, more than 19,500 new jobs have been created.



OBJECTIVE 9:

Within the Goal of increasing innovation and infrastructure:

Activities organized within the framework of the Social Entrepreneur Mongolia and Youth Business Mongolia projects are organized in such a way that to detect innovative new business ideas and ensuring the engagement of participants necessary for their implementation.



OBJECTIVE 17:

Within the Goal of strengthening partnership for development:

As part of our ongoing business development efforts, we are organizing large-scale forums and seminars that extend our partnership between the government, domestic and foreign donors international organizations, banks, civil society, NGOs and the private sector.

KEY ACTIVITIES AND DIRECTIONS OF THE ORGANIZATION

KEY ACTIVITIES

In their day-to-day operations, business owners and entrepreneurs face the need to keep their business in the right direction, attend consultations, trainings, tools for obtaining financing, entrepreneurial thinking, attitude development needs and methods to successfully sell products and services, and connect with sales channels. Then there is the Development Solution NGO that continues to deliver activities based on rich business developing experience to Mongolian legal entities, business owners and herders through business consulting services, business trainings and projects and programs that meet those needs in cooperation with foreign and domestic donor organizations.



BUSINESS DEVELOPMENT PROGRAMS

- ◆ YBM-Youth Business Mongolia
- ◆ REACH- SME Access to Finance
- ◆ Women Business Centre
- ◆ Market Linkage & Development Program
- ◆ SME Support Program
- ◆ Business Cooperatives & Associations Governance Development Program
- ◆ Employment Exchange Centre
- ◆ Mentoring Program



BUSINESS CONSULTING SERVICE

- ◆ Business Assessment & Evaluation
- ◆ Strategic Planning
- ◆ Marketing & Sales Management
- ◆ Market Research
- ◆ Human Resource Management
- ◆ Finance & Accounting
- ◆ Loan Facilitation
- ◆ Local Social & Economic Development Modeling



TRAINING, SEMINARS

Business Trainings

- ◆ Pre-Start & Start-up Training
- ◆ Loan Literacy
- ◆ Basic Accounting
- ◆ Financial Statement
- ◆ Business Planning
- ◆ Business Marketing & Sales Planning
- ◆ Household Finance
- ◆ Children's Financial Literacy



Corporate Trainings:

- ◆ Amazing Customer Service
- ◆ Super Employee & Retention Techniques
- ◆ Secret of Effective Sales
- ◆ Value of Information Sharing
- ◆ NGO Management
- ◆ Business Cooperatives & Association Management

WORKS DONE IN 2018 AND THEIR RESULTS

FEATURED WORKS



JANUARY

'Ways to export to Japan and main issues concerning legality' workshop has been organized.

APRIL

REACH projects activity recap and closing event has been organized.



APRIL

Youth Entrepreneurship Competition 2018 has been organized in the theme of SDGs.

MAY

In the scope of 'Regional citizen with survival skills and adaptability' program, Youth Startup Business competition has been organized in Khentii, Bulgan, and Selenge aimag.





AUGUST

Oyu tolgoi branch of Development Solution NGO has opened.



OCTOBER

Development Solution NGO has introduced ISO 9001:2015 quality management system to its operation.



OCTOBER

In the scope of UNDP's Activated 2030 project, "Overcoming the risk" open day activity has been organized.

NOVEMBER

Development Solution NGO has signed a cooperative MoU with Mandakh University.



WITHIN THE FRAMEWORK OF IMPLEMENTED PROJECTS AND PROGRAMS

REACH-Small and medium enterprise access to credit



The US Agency for International Development (USAID) in association with Development Solutions NGO are implementing a project 'Reinforcing Entrepreneurship Access to Credit Help' (REACH Project) aiming to support small and medium sized enterprises (SMEs) in accessing to necessary finance from banking and financial institutions to endeavor to financially stronger and sustainable businesses.

The objectives of this project are i) to create opportunities for underserved SMEs in accessing to necessary loan products and services from banking and financial institutions, and ii) to strengthen their capacity building to qualify for bank loan requirements.

Activities

- Identify needs of skills required for the funding of SMEs;
- Assist in preparing loan documentations in line with bank requirements;
- Involve public-private partnerships in the funding of SMEs;
- Provide loan linkage services through five units of the project and
- Organize SME Finance Forum.

This REACH Project has been implemented over two years in Ulaanbaatar, Bayan-Ulgii, Dornod, Dundgobi and Selenge aimags, and completed in April 2018.

Financial Inclusion and Business Development

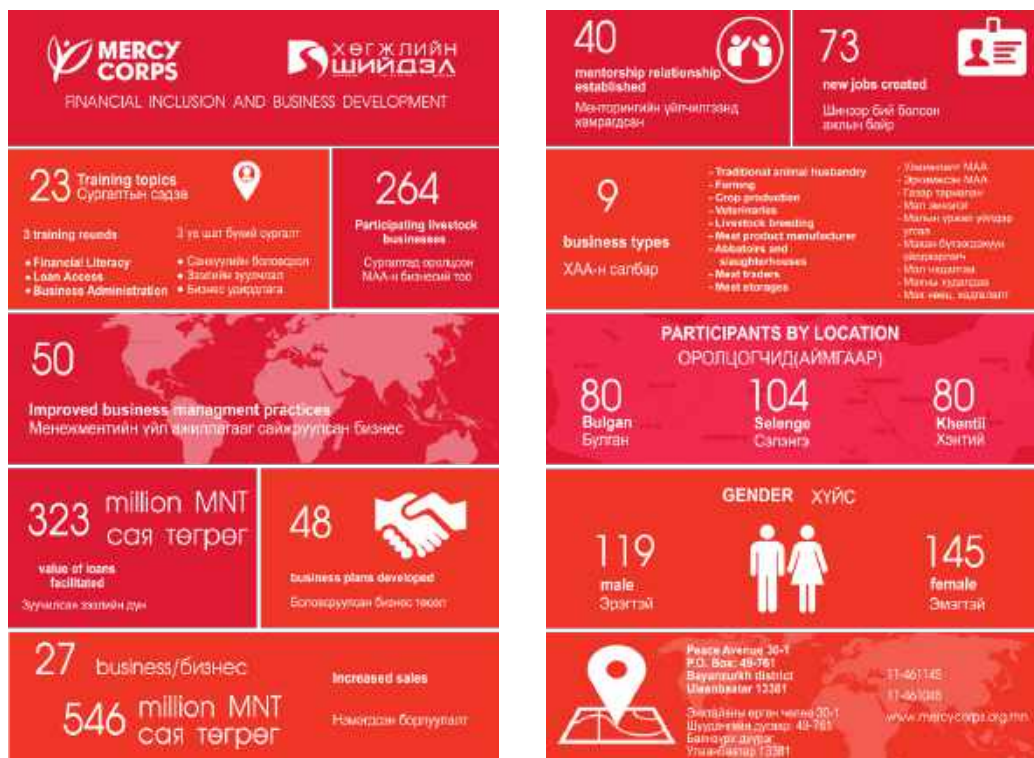


The Development Solution NGO, within the framework of the “Survivable and adaptable local citizen” implemented by the Mercy Corps Mongolia, is implementing Financial Inclusion and Business Development project to support business that connects local cooperatives, herders and youth with finances for the direction to develop meats value adding network.

In the framework of this project, Youth start-up business supporting program’s competition was held in Bulgan, Khentii, Selenge aimags which was participated by 129 young entrepreneurs aged between 18 to 35 for 4 weeks period to win the prize of 5 million tugriks for start-up business.

In addition, a series of trainings on "Access to Finance and Business Development" was organized in Bulgan, Selenge and Khentii aimags between April 2018 and January 2019.

As a result of the training program, 264 business owners have been involved in the trainings where 570 million tugriks were provided and helped in developing various business management tools and methods such as business plan, mentoring agreement and operation improvement plan.



Business Women Center



The Women's Business Centre and Incubator Project (WBC Project) is a three-year pilot project that is being financed by Korea International Cooperation Agency (KOICA) and is being co-implemented by The Asian Foundation, the Municipality of Ulaanbaatar, Development Solutions NGO, Mongolian National Chamber of Commerce and Industry, Golomt Bank and Golomt Security Co.Ltd.

This project will focus on increasing the contribution of female business entrepreneurs in socio-economic development of Ulaanbaatar city. Development Solutions NGO is fully responsible for day to day activities of this Centre including trainings, advisory services, mentoring and market linkage services. The importance of the project is to promote gender equality, create new jobs, increase women's economic capacity, and support the implementation of the Economic Development Strategy of Ulaanbaatar, particularly to create a more favorable environment for SMEs.



Our customers who received trainings and services:

1786 Business capacity building trainings.

644 Business consultations

223 Included in sales stimulation

400 Collaborative office

19 Accessed finance

120 Information service

30 Children corner

694 Mentoring Services

27 Trained Mentors

Youth Business Mongolia



Since its membership of Youth Business International headquartered in London in 2013, Development Solutions NGO has been implementing Youth Business Initiative Programme in Mongolia. This programme aims to develop young people between the ages of 18-35 in the field of social entrepreneurship and support them to start and grow their businesses.

Result:

- Young Social Entrepreneurs and Professionals
- Young Business Entrepreneurs with Dedicated Mentors
- Knowledge, Experience, Innovation and Shared Values

YBM хөтөлбөр 2018 онд

1085	575
YOUTH REACHED	PARTICIPATED IN CONSULTATION SERVICE
286	40
YOUTH BUSINESS IMPROVED	BUSINESS MENTORS PREPARED
75%	100
BUSINESS OWNERSHIP AFTER 3 YEARS	LOAN FACILITATION SERVICE

Development Solution NGO's branch in Oyu Tolgoi



Since August 2018, Development Solutions NGO has opened its branch in Khanbogd soum of Umnugobi aimag and has started its activities to support local herders and social entrepreneurs. As Khanbogd becomes an economically active region based on mining, the number of small and medium-sized enterprises is growing due to an increase in population (growth).

The Development Solutions NGO has started providing business consulting services that meets the business needs and requirements of the regions' business owners and herders, trainings to improve business knowledge and education as well as service to connect them with tools to get finance necessary to business expansion. Branch activities are similar to those in the central branch, and consultants and trainers qualified in accordance with ISO 9001: 2015 standards for the international quality management system are delivering business consulting services that contain world business development trends to the local business owners, herders.



GYEC- Global Youth Entrepreneurship Challenge



The Global Youth Entrepreneurship Challenge (GYEC) is a international entrepreneurial skills development competition for youth organized by the Japanese Center for Entrepreneurship Development and the Indonesian SURYA Institute. Development Solutions NGO joined the competition since 2015 representing Mongolia and, while in the first year we participated as the International Judge, starting from 2016, we started to prepare young entrepreneurs for the competition together with the Save the Children. in 2017, the first teams representing Mongolia competed internationally.

Purpose

The competition is aimed at the development of entrepreneurial thinking of senior high school students.

Program structure

Phase 1: Participating schools will set their teams. The essay contest on “the New Idea to Improve Our Life” within 300 words.

Phase 2: The five winning teams will be eligible for the final stage of the national competition and will attend the entrepreneur thinking development training BEST of ‘Save the Children’ fund free of charge.

Phase 3: Participate in Youth Entrepreneur Competition in Ulaanbaatar.

Phase 4: The winning team compete in international virtual competitions.



Who is involved?

8 or more senior high school students aged between 15 to 18 years are teamed up to represent their school to compete in creative thinking, skills and abilities by creating innovative products that freshly and creatively solve any of the issues facing the society today and developing a business plan to make the business a success.



RESULTS OF OUR ACTIVITIES

4,358

NEW BUSINESSES

7,618

IMPROVED AND EXPANDED
BUSINESS

20,043

GENERATED NEW JOBS

2,2 CAY \$

INCREASED SALES

36,2 CAY \$

FACILITATED LOAN

8,577

BANK LOANS

497

BUSINESS GROUPS & COOPERA-
TIVES

 60%

WOMEN BUSINESS OWNERS

 40%

MEN BUSINESS OWNERS

 6,560

BUSINESS OWNERS AGED
BETWEEN 16-35

 9,126

TRAINING PARTICIPANTS AGED
BETWEEN 16-35

(as of 2018 Dec 31st)

FINANCIAL STATEMENT



DALAIVAN AUDIT

Audit assurance, property and business

Amarsanaa street-5, Bayangol district
Ulaanbaatar- 16066, Mongolia
Phones:70005401, 70005404,70005405

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INDEPENDENT AUDITOR'S REPORT

To: The Board of Directors of Development Solutions NGO

Our opinion

We have audited the accompanying financial statements of Development Solutions NGO, which comprise the statement of financial position as at December 31, 2018, the statement of activities and changes in net assets for the year then ended, the statement of cash flows for the year then ended and the notes to the financial statements, which include a summary of significant accounting policies.

In our opinion, the financial statements present fairly, in all material respects, the financial position of Development Solutions NGO as at December 31, 2018, and its statement of activities and changes in net assets and its cash flows for the year then ended in accordance with Accounting and Reporting Guideline for NGO approved by Order No.386 issued by the Ministry of Finance in 2017 in compliance with International Financial Reporting Standards.

Basis for opinion

We conducted our audit in accordance with International Standards on Auditing (ISAs). Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Independence

We have worked independently from Development Solutions NGO in compliance with the Code of Ethics for Professional Accountants issued by the International Ethics Standards Board for Accountants, and have fulfilled our other ethical duties and responsibilities in accordance with this Code.

Other information

Management is responsible for the other information. The other information comprises annual report of Development Solutions but does not include the financial statements and our auditor's report.

Responsibilities of Management and the Board of Directors to the financial statements

Management is responsible for the preparation and fair presentation of the financial statements in accordance with Accounting and Reporting Guideline for NGO and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

bakertilly
INTERNATIONAL

INDEPENDENT AUDITOR'S REPORT (continued)

In preparing the financial statements, management is responsible for assessing Development Solutions NGO's ability to continue as a going concern pursuant to the going concern principle unless otherwise management either intends to liquidate or cease the operations of Development Solutions NGO, or has no realistic alternative but to do so.

Those charged with the corporate governance will have responsibility for overseeing Development Solutions NGO's financial reporting process.

Auditor's responsibilities for the audit of the financial statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAS will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

As part of an audit in accordance with ISAs, we have exercised professional judgment and maintained professional skepticism throughout the audit. We've also performed the following tasks to:

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain, audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control;
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of Development Solutions NGO's internal control;
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management;
- Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on Development Solutions NGO's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may affect Development Solutions NGO's ability to continue as a going concern; and
- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

General Director, CPA

Ts. Jigden



March 13, 2019

SUCCESS STORIES



“Whenever one wants, desires to do and create, there are always new opportunities arise as lights in the dark.”

E. Bolchimchimeg, resident of Bayanzurkh district of Ulaanbaatar, is aiming to create a world-famous product in the name of "UNEGKHEN BRAND" with the enclosed baby romper and hand straps.

She participated in the "Online Trading" training on January 16th, 2018 of the Business Owner Women project and gained understanding of online trading information and its advantages, and began selling her products on <https://ardshop.mn/>. Five enclosed baby rompers had been sold since her placement at the store.

A woman who turned her interest into a business.

D. Lkhamsuren was inspired by her own interest to learn how to craft decorative items in hand-crafting schemes with help of books while doing her job as a housewife. She began to create small items of beauty for her and her daughter and developed her skills to start selling her handicrafts at major exhibitions organized in Ulaanbaatar.



With the sale of her product, the need for further expansion and improvement of the business arose and she looked for market analysis and ideas on how to turn new ideas into business and became actively involved in Morning tea meetings of Development Solutions NGO and found business partners and a mentor who could consult her. These Morning meetings helped her to be closer to finding new ideas and new tips and became the mainstay for her further promotion of her business with even greater enthusiasm, which began from her interest.

She had attended courses for jewelers and began to work on expanding the business of hand-made jewelry using gold and silver and, as a result of this program, the attitude and accountability of the her business became more responsible, which led to an increase in sales and number of orders and, finally, she established "Indranil MALTS" LLC in 2018, and successfully participates in many international and domestic exhibitions with her products of jewelry, crafts and souvenirs.



Darkhanbaatar: Broader understanding of marketing and marketing channels are very important for us, herders.

Within the framework of "Business Development and Access to Finance" project by Mercy Corp international organization, Darkhanbaatar, a herder from Orkhontuul soum of Selenge aimag, actively participated in the series of trainings organized in Selenge aimag.

Not only he increased his family income by implementing knowledge he gained throughout the training, but also he plans to change business and works with solution and plan to further increase income in cooperation with fellow herders.

During the training, Darkhanbaatar understood that he can sell his cattle meat on his own bypassing meat resellers, placed an ad on his own Facebook page to sell 6 cattle which enabled him to sell them at market price without middlemen to gain 200-300 thousand tugriks of additional income from each of cattle.

During the course of the training, he understood the importance of not selling meat itself but very well implemented the idea of selling it with value added and service attached using effective marketing of delivering beef in a piece one can put in a pot and thereby was able to offer very effective product development and value.

G. Duurenбил: "We can improve the productivity if we can improve our old techniques used in our livestock. Youth have all the possibilities"

a 26-year-old young entrepreneur with a younger sibling In the Kherlen soum of Khentii aimag was overwhelmed by his fellow friends and close people, when he first decided to engage in a livestock husbandry after graduating his university.



Although he had initially set up a business idea but did not know how to get funding, he participated in the Youth Startup Competition organized by the Development Solutions NGO in cooperation with the Labor and Social Welfare Service to win interest-free 10 million MNT and was able to start his business.

Nowadays, besides intensive cattle farming, he has been producing the fod-

der for livestock, making the equipment needed for animal husbandry to ease operations and increase productivity which was success to receive its first orders. Our energetic young businessman says “We can improve the productivity if we can improve our old techniques used in our livestock. Youth have all the possibilities”.

Darkhanbaatar, a representative of a generation of educated herders.

Darkhanbaatar, a young entrepreneur who decided to return to his homeland from Austria where he received professional training to start livestock husbandry business, is a representative of educated herders generation of our country. He started his business successfully to improve livestock husbandry and create a global brand from Mongolian meat, but lacked knowledge and resources to carry out sustainable operations.



He joined the "Financial Access and Business Development" program implemented by our organization in cooperation with Mercy Corp international organization, and acquired knowledge and information to improve his business, marketed the product successfully and wrote a business project and obtained a Business loan of 10 million MNT from Khan Bank.

“Livestock is a very valuable resource in our country. Herders are promising business owners. I want to make many young men to understand it and be an example for them.”

MEMBERSHIP

Development Solutions NGO is a member of the local and international network of organizations that support entrepreneurship. By participating in the network, it is possible to settle international benchmark programs in Mongolia and share the experiences of Mongolia internationally and exchange ideas with each other. We also aim to introduce international developments to Mongolian entrepreneurs by bringing in world-class management approaches to create businesses that can compete at international level.



Даян дэлхийн нийгмийн энтрепренёруудын
сүлжээний гишүүн / Global Social Entrepreneurship Network/

The Global Social Entrepreneur Network is working to align the goals of sustainable development with entrepreneurship. In 2017, the organization had 55 members, and Development Solutions NGO has been joined the organization as a 55th member. Today skills to run business with use of sustainable business model through solving social issues rather than pursuing only profits are promoted by the Network



Youth Business International
Олон улсын байгууллагын гишүүн

Youth Business International is a charity network that has members of more than 50 countries. Initially, the organization was focused on supporting the employment of young people with initiative of Prince Charles of Wales, UK, and now it extended its vision not only to create youths as job seekers but also prepare them as employers by providing mentoring, financing, and entrepreneurial trainings, and to establish one million jobs for youths by 2025. Development Solutions NGO is a trusted member of the organization since 2013.





Representative of Frontier Innovators International Initiative in Mongolia

Frontier Innovators International Initiative is one of four programs with objective to promote social entrepreneurs aimed at increasing social impacts in Asia-Pacific region by the Australian Government. The Development Solution NGO became a representative in Mongolia in 2017.



WANGO

International Network of Non-Government Organizations (NGOs) WANGO

WANGO- The International Network of Non-Government Organizations is an international organization that serves to strengthen and encourage the non-government sector as a whole, increase public understanding of non-government organizations, provide necessary mechanism and support, and provide services to its member organizations. NGOs aim to connect with others the effort made towards solving core issues of mankind, create partnerships, share information and experiences, and encourage and spread them. The Development Solution NGO has been a member of the international organization since XXX.



Монголын Менежментийн Зөвлөхүүдийн Институт

The Mongolian Management Consultants' Institute has Mongolian specialized consultants as its members and is a member of the International Council of Management Consulting Institutes. The Development Solutions NGO joined the organization as a member in 2011, and while maintaining international consulting service standards in our training and consulting services for our clients, we always develop our trainers and consultants with help of the Institute



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