



Afghan Business to Business Event

Creating Linkages from Helmand to Kabul

Building Markets (Formerly Peace Dividend Trust) organizes Afghan Business to Business Networking Events! Our latest one-day conference brought together agribusinesses from Helmand and Kabul, providing these businesses with a forum to discuss current opportunities and challenges with the aim of fostering long-term business relationships in Afghanistan.

100% of respondents found the event useful!

22 participants attended the event, including 10 Kabuli businesses, 10 Helmandi businesses and 2 participants from the Afghanistan Business Innovation Fund (ABIF). Building Markets conducted a survey of all event attendees, in order to gauge a better understanding of the event's successes, outcomes and perceptions of doing business in Afghanistan. The results* were as follows:

Survey Results:

- 56% of respondents indicated that it is 'difficult' to do business in Afghanistan, while 44% indicated that it is 'easy' or 'very easy'
- 89% responded that the presence of the international community has been beneficial to starting businesses in Afghanistan



Challenges for Afghan Businesses:

42% of respondents found that **security** presents the greatest challenge for their business

21% say that **budgetary constraints** are the biggest challenge

12% believe that it is due to **unsupportive governments**

Perceptions of government support: 67% believe that the government is **supportive** (61%) or **very supportive** (6%); whereas 33% believe that the government is **unsupportive**

Other challenges include **business experience** (13%) **electricity and investment opportunities** (4%) **corruption** (4%) and the **economy** (4%)

* Of the 22 participants surveyed, 18 responded to this survey

Building Markets creates jobs and sustains peace in developing countries by championing local entrepreneurs and connecting them to new business opportunities

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Project undertaken with the financial support of the Government of Canada provided through CIDA and UK's DFID:

