The study was based on the information provided by 80 individuals.

Participation in the Survey of Youth Startup Business Program 2018 and 2019

A total of 60 (135 individuals) teams received funding from the startup entrepreneurial support program held in 2018 and 2019. Of the 135 fund recipients, 70 (52%) of them are female and 65 (48%) are male. Out of all the teams, 56 teams were available to take part in the survey and were interviewed about the implementation of the project. Also, we selected and interviewed 24 people from those who did not receive any funding from the project.

<table>
<thead>
<tr>
<th>Year</th>
<th>Winners</th>
<th>Nonwinners</th>
</tr>
</thead>
<tbody>
<tr>
<td>2018</td>
<td>6</td>
<td>24</td>
</tr>
<tr>
<td>2019</td>
<td>50</td>
<td>0</td>
</tr>
</tbody>
</table>

52% female, 48% male.
Business operation

Not started

Yet to start

Started

0

12

51
Team cooperation

Working together - 61%

No longer working together - 31%

Partly working together - 8%
52% of all the business owners are performing in line with the initial plan.

21% of all the business owners are surpassing the initial plan.

26% of all the business owners are having trouble keeping up with the initial plan.
Additional funding

6 Teams received soft funding, amount to MNT 66 millions.
6 teams have business mentors.
Job generation

2018
- 30 Business Owners
- +22 full time jobs
- +1 part time job
- +1 seasonal job
- 80% job generation weight

2019
- 104 Business Owners
- +15 full time jobs
- +4 part time jobs
- +0 seasonal job
- 18% job generation weight
9 individuals preferred working a day job over running a business.
It is reported that 96% of the recipients were satisfied with the activities and funding provided within the project in 2018 and 2019.
Applied knowledge

90%

Applied the learnings to business development
Top impacts of the project
(Duplicated answers were taken)

- Technology and equipment procurement: 35%
- Increase in financial management: 25%
- Increase in planning: 24%
- Production/efficiency/unit cost reduction: 16%
Challenges in business development

- Market channel: 38%
- Financial difficulty: 31%
- Lack of marketing knowledge: 16%
- High rent/salary expectation: 9%
- Government service/approval: 6%
Most demanding capacity areas for business development

- Sales management training: 24%
- Fund raising training: 15%
- Vocational training: 12%
- Management training: 5%
- Business law training: 17%
- Loan proposal preparation training: 13%
- Financial management training: 11%
- International market entry training: 4%
Thank you