

令和7年度ロシア中央アジア地域等情報収集・提供事業
 2.中央アジア地域等投資環境整備・ビジネス振興事業
 (4) 産業育成ビジネスマッチング事業
 第1回受入型ビジネスマッチング
 「キルギス・ウール協会グループ・ビジネスマッチング」
 実施概要

一般社団法人 ROTOBO
 ロシア NIS 経済研究所
 2025 年 10 月現在

(一社) ROTOBO は掲記事業のもと、令和7年 10 月 1 日(水)～9日(木)の日程で、キルギス・ウール協会および同協会会員の5社7名からなるグループを招聘し、ファッションワールド東京の視察や東京において対面式でビジネスプレゼンテーション&個別商談を実施するとともに、東京、和歌山、大阪、尾州(愛知・岐阜)の企業等訪問および工場見学を実施した。

1. 招聘対象者

- ① キルギス・ウール協会 会長
- ② キルギス・ウール協会 専務理事
- ③ 有限責任会社Tumar Art Group 共同創立者/社長
- ④ 有限責任会社Tumar Art Group 製造責任者
- ⑤ ファッション繊維協会 共同創設者/専務理事
- ⑥ 有限責任会社Prioritet Invest 貿易責任者
- ⑦ 有限責任会社Aliya デザイナー・コンサルタント

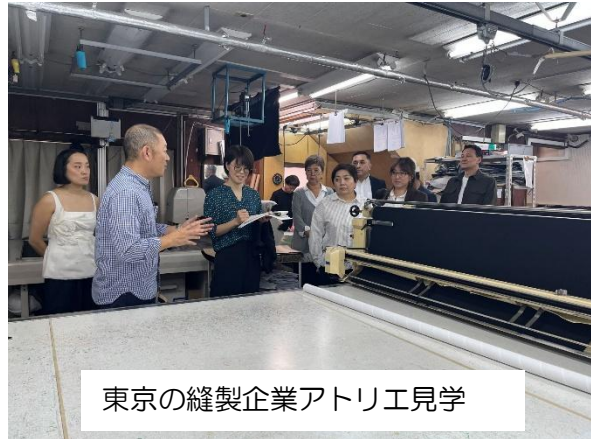
2. 日程：令和7年 10 月 1 日(水)～10 月 9 日(木) 9日間

		日程(案)	宿泊地
1	10月1日(水)	成田着 ■キックオフミーティング	東京
2	10月2日(木)	ビジネスマッチング① ■東京の企業訪問・工場見学 ■ファッションワールド東京視察 ■東京の企業訪問	東京
3	10月3日(金)	ビジネスマッチング② ■東京の企業訪問・アトリエ見学 ■プレゼンテーション/商談会(東京都内)	東京
4	10月4日(土)	東京の市場視察	東京
5	10月5日(日)	東京から大阪に移動	大阪
6	10月6日(月)	ビジネスマッチング③ ■和歌山の企業訪問・工場見学等	大阪
7	10月7日(火)	ビジネスマッチング④ ■大阪の企業・ショールーム訪問	名古屋
8	10月8日(水)	ビジネスマッチング⑤ ■岐阜と愛知の企業等訪問、工場見学	東京
9	10月9日(木)	成田発	

【プログラムの様子】



FaW TOKYO 視察



東京の縫製企業アトリエ見学



和歌山のパイルメーカー①工場見学



和歌山のパイルメーカー②工場見学



岐阜のマテセンで生地ミニ講座受講



愛知の毛織メーカーでウール生地視察



愛知のニット生地メーカー訪問



愛知のニット生地メーカー工場見学

【10月3日（金）キルギス・ウール協会ビジネスプレゼンテーション in 東京】

時間	プログラム
14:30-14:35	◆モデレーター開会挨拶及び趣旨説明 （一社）ROTOBO
14:35-15:15	◆プレゼンテーション ① アイメン・カセノフ キルギス・ウール協会 会長 ② チナラ・マカシヨフ 有限責任会社 Tumar Art Group 社長 ③ アンナ・チョ 有限責任会社 Aliya デザイナー・コンサルタント ④ ベルメト・トゥルスナクノフ ファッション繊維協会 専務理事
15:15-15:30	◆質疑応答
15:30-16:30	◆個別商談



プレゼンテーションの様子



個別商談の様子

【プレゼン資料】

1. キルギス・ウール協会

**KYRINO - KYRGYZ MOUNTAIN
MERINO WOOL**

All regions of Kyrgyzstan

71x Co - founders & partners

353x Farm-holds



National Association Kyrgyz Wool
KYRINO s.r.o.

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NATIONAL ASSOCIATION KYRGYZ WOOL

- The need to improve the socio-economic well-being of agricultural producers
- Creating conditions to reduce the migration of the working-age population
- The need to restore production capacities for wool processing
- The need to organize large-scale commercial production of products
- The need to establish a profitable price for wool and small ruminant skins by creating a complete Value-Added Chain

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THE WORLD'S MOST 5X VERSATILE FIBRE

- Reacts to body temperature
- Odour & stain resistant
- Naturally breathable
- Naturally elastic
- Soft on skin

100% natural, biodegradable, inherently renewable

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MERINO WOOL

Advantages of Export to Japan

Alternative market
 High-quality raw material: fine Merino and growing cashmere sector
 Eco and ethical production
 Flexibility and partnership
 Price competitiveness



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SHAPED BY THE ENVIRONMENT

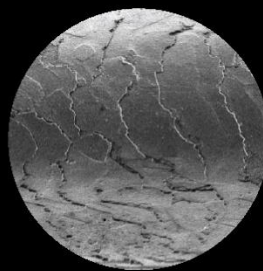
93% OF KYRGYZ LAND ARE MOUNTAINS



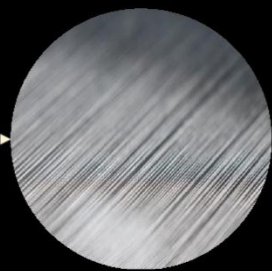
High-elevation sheep habitat



Year-around harsh weather



Dense fibre paracortex



Improved fibre temperature reactivity

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THE MOST VERSATILE LOW IMPACT NATURAL FIBRE



Cotton

10,000 liters/kg
55 MJ/kg



Wool

1,700 liters/kg
30 MJ/kg

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90 YEARS & BILLIONS DOLLAR MERINO BREEDING PROGRAM WITH 25% AUSTRALIAN BLOOD

Saving
biodiversity



Preserving
legacy



Farmers are owners
of value chain



Baroola Gene
(+) fertility rate



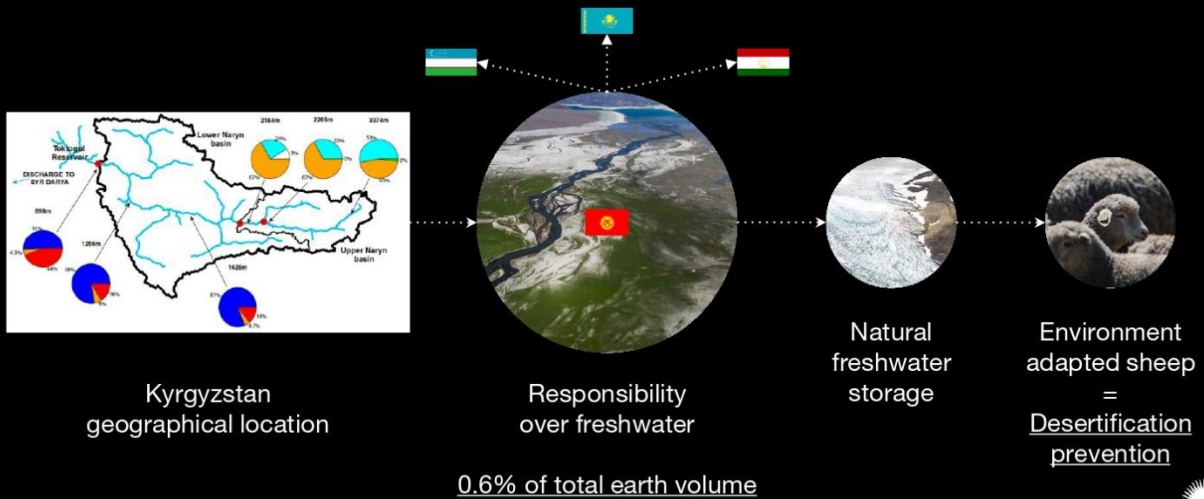
No overgrazing



No mulesing



TOP-TO-BOTTOM APPROACH HOW ONE SPECIES CAN IMPACT OVER 15 MILLION HUMANS



WHAT REALLY MAKES KYRINO?



B2B TRADEMARK PRODUCT



KYRINO wool fabric™
as trademark

19 - 20 mc



KYRINO wool denim™
as trademark

19 - 20.5 mc



KYRINO wool yarn™
as trademark

19 - 24 mc



KYRINO scoured wool™
as trademark

(As commodity - Short term)
(As trademark - Long term)

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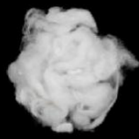
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KYRINO SUPPLY CHAIN FUTURE STEP



Growing
greasy wool



Washing
factory

Wr = 50%



Top-making
factory

Wr = 6%



Spinning
mill

Wr = 3%



Fabric
mill

Wr = 1%



* Tops treatment & dyeing not shown

** Wr = Waste rate

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KASIET CIRCULAR WOOLEN MILL PROGRAM



KYRINO RESULTS

LEMPRIERE WOOL EOOD
Bulgaria, Shiven 8300
Industrial zone "D'Assauze"
Banska Shosa st.18A

QUALITY CERTIFICATE

Courtesy: Type 64
Lot No: L8128
Presentation: P408

Product: Wool Tops
Type: 23-8
No. of bales: TBA

Test Results	Average
Fibre Diameter (OFDA)	23.8 micron
Mean Fibre Diameter	26.2 %
Coefficient of Variation (CV Diameter)	69.7 mm
Hauteur	40.8 %
Coefficient of Variation (CV Hauteur)	81.3 mm
Burrs	4.6 %
Fibres shorter than 30mm	24.6 g/m
Silver weight (average)	4.3 %
Silver Content (GCN)	8.2 100g
Wap Count (14mm)	8.2 100g
Vegetable Matter Count (5-10 mm)	8.2 100g
Vegetable Matter Count (10-20 mm)	8.2 100g
Vegetable Matter Count (20-30 mm)	8.2 100g
OK Content	8.2 %

The above results are verified and issued by Lempriere Wool EOOD

Signature: _____ Quality Control Manager 21/10/2023

ORGANIC TEXTILE INSTITUTE
GOTS
Certified by Control Union

RWS
CU 851808
2023
Woolmark
Certified by Control Union

INTER WOOLLABS
ALMETER AL100 TS
WOOLMARK
WINDOWS
007
FOR WOOL TOPS ONLY

OEKO TEX
STANDARD 100
by Hohenstein

Ecolabel

INTER WOOLLABS
2023
007
OFDA AIRFLOW
FOR WOOL TOPS ONLY

トップ清潔度検査表 9月9日

KYRINO. Wool. SAMPLE 森内

測定重量	見	本	判定
5g	ネップ		大 0 個 小 0 個 合計 0 個
	バー		0 個
	シース		9 個
65g	とび込み		237 個
	もつれ		0 個
	未開絨		0 個
	異絨絨		1 個
5g	ケンビ		42 個
	黒毛		12 個



2. TUMAR

TUMAR
made in KYRGYZSTAN

Uniting Kyrgyz craft traditions
with modern design to deliver
sustainable products worldwide.

キルギスの伝統工芸と現代デザインを融合し、持続可能な製品を世界へ届ける



Natural materials



Sustainable production



Living traditions



TUMAR

Date established: 21 march 1999

Production workshops: 13:

- 4 industrial workshops (felt sheets, felt shoes)
- 9 craft workshops (traditional crafts)

Number of staff:

- 187 people on a permanent basis +
- 60 people based on partner projects

Gender: 65% female, 35% male

Products: 95% wool felt products:

- 72% for export,
- 28% for local market (2020-2024)

5% other traditional craft products

Countries exported to:

- USA & Canada - www.kyrgies.com
- Germany - www.woolfit.de
- Finland - www.greengokauppa.fi
- Russia - www.tumar-sib.ru
- Kazakhstan - www.tumar.shop.kz

Website: www.tumar.com

FELT FOOTWEAR IS A PRODUCT IN WHICH THE BENEFITS OF WOOL FOR HUMAN HEALTH ARE BEST REALIZED



- Felt is lightweight and flexible;
- Felt is a 100% natural and breathable material;
- Felt keeps feet dry from sweat;
- Felt provides micro massage;
- Felt enhances blood circulation;
- Felt has durable quality thanks to the wet-felting technology;
- Felt shoes have soft cushioning on the sole;
- Felt shoes are suitable for three seasons!



FELT SHOES ARE PRODUCED USING TWO MAIN TECHNOLOGIES:

TUMAR

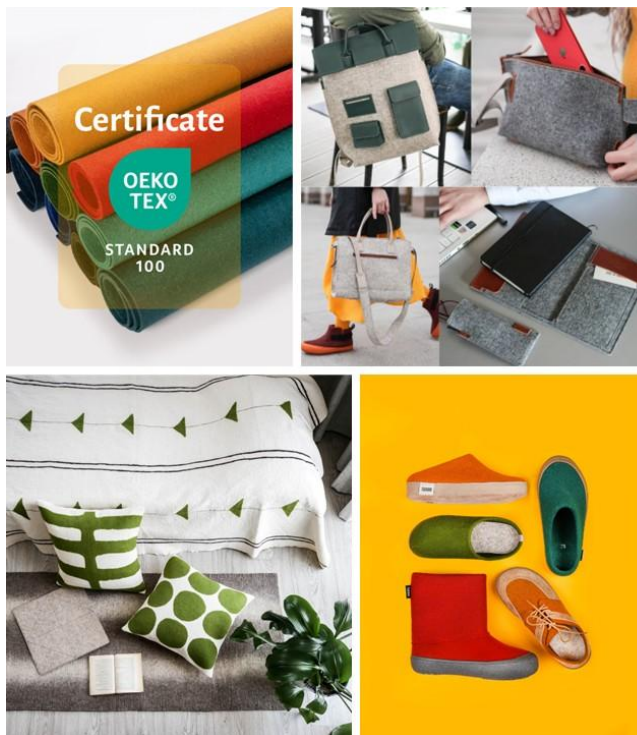
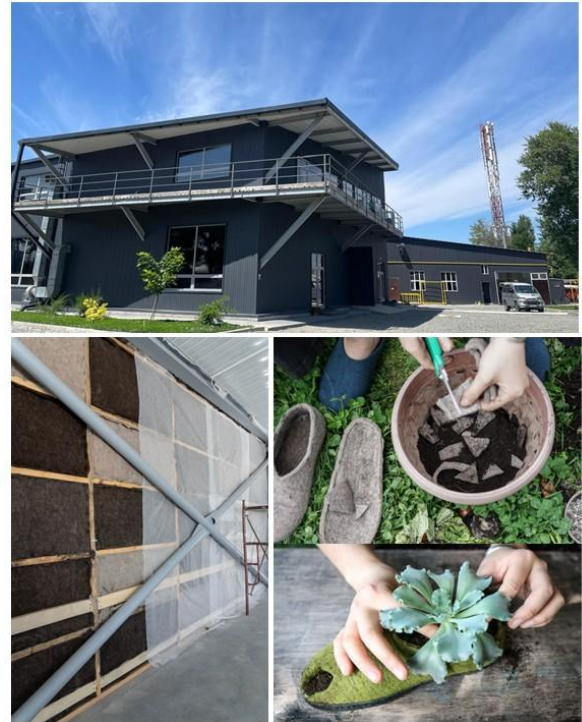


1. Solid-rolled construction – made from wool as a solid construction without any sewing, mostly traditional handcrafted.



2. Sewn construction – made from ready felt sheet, suitable for modern larger-scale production.





TUMAR

PRODUCTS AND CAPACITIES

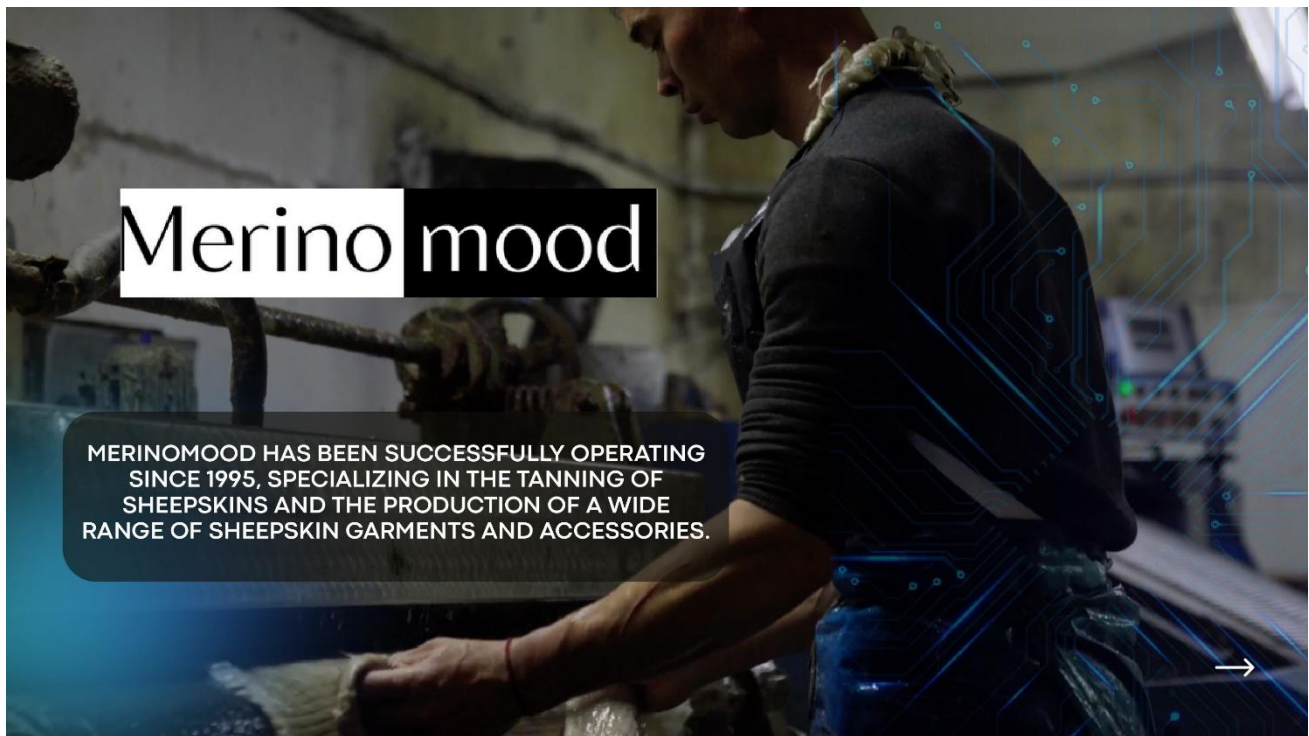
1. Mass production:

- Wool felt fabrics:
 - 120tons – 2024
 - 200tons – 2025
 - 400tons – 2027
- Felt shoes:
 - 80 000 pairs – 2024
 - 120 000 pairs – 2025
 - 250 000 pairs – 2027

2. Craft production:

- Accessories & bags:
 - 350 000 units – 2025
- Interior & home decor:
 - 20 000 units – 2025

3. Aliya





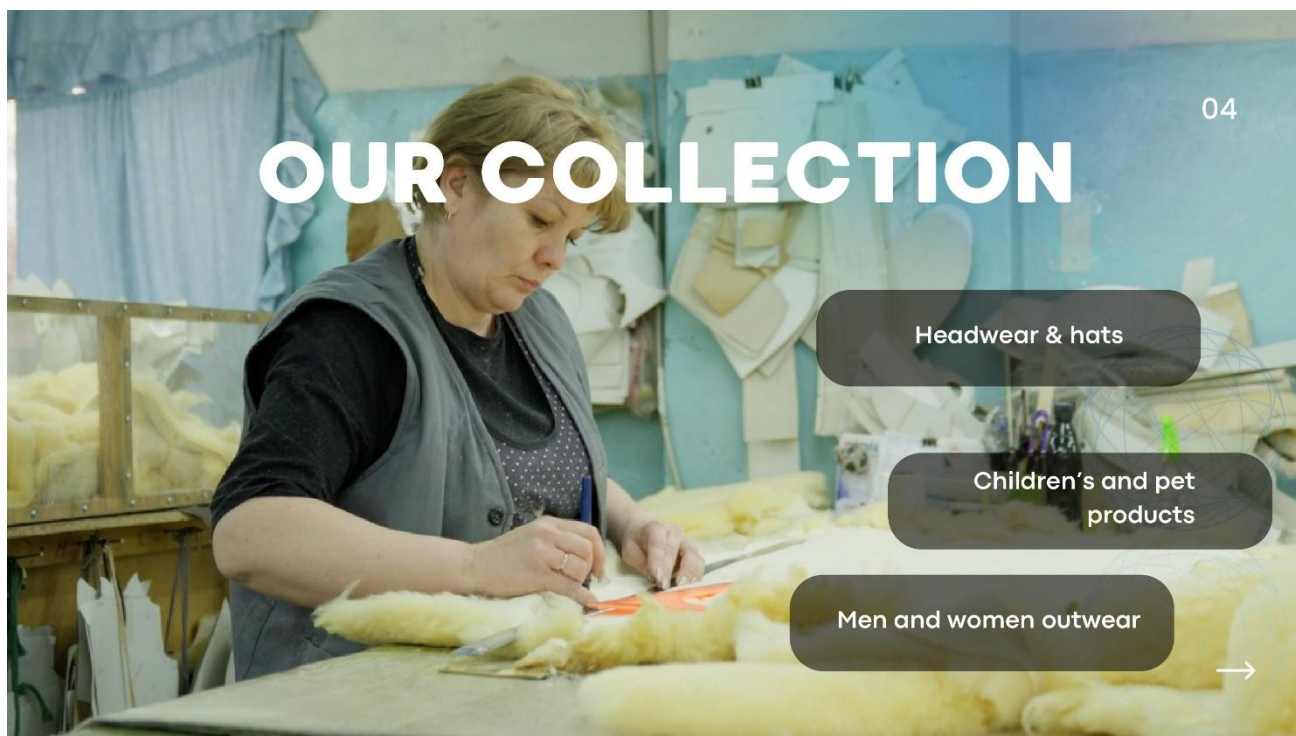
WE OPERATE A FULL PRODUCTION CYCLE:

Sourcing raw hides from
local farmers

03

Tanning them into semi-finished
products of various types and
grades

manufacturing finished
items in our modern
sewing facilities



OUR COLLECTION

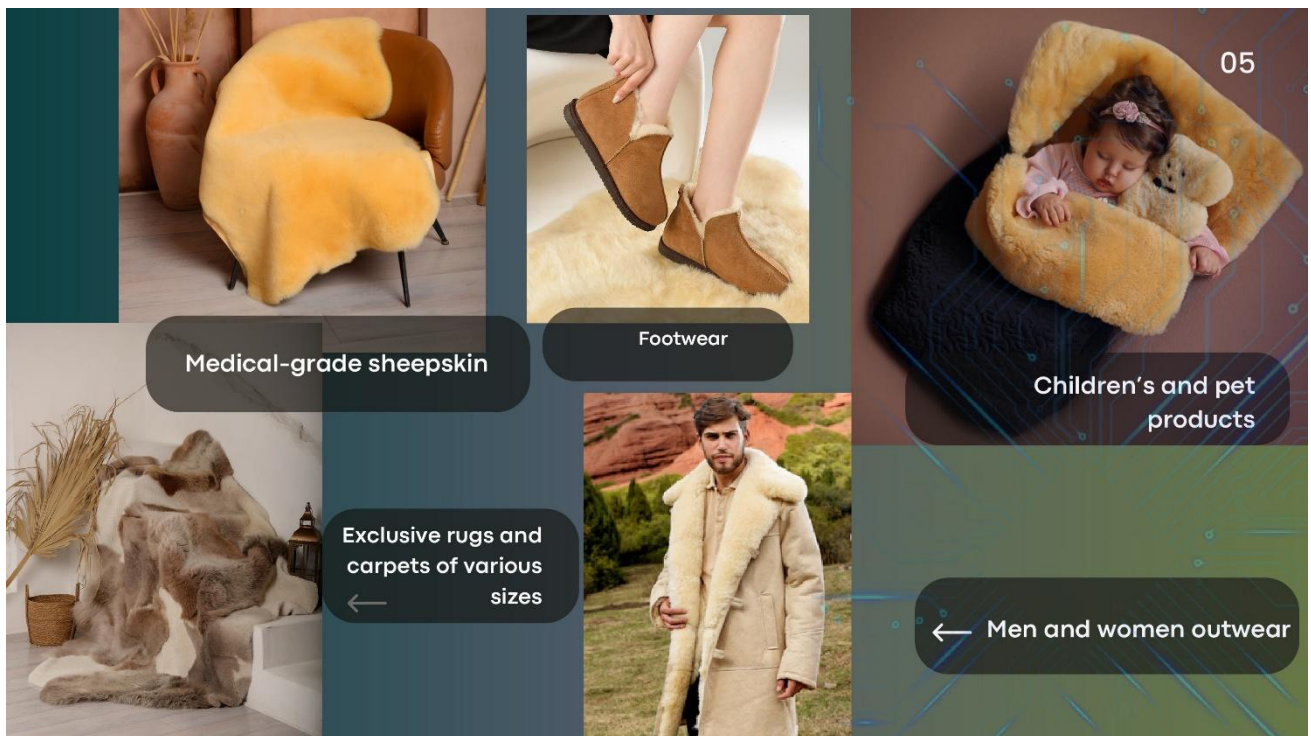
Headwear & hats

04

Children's and pet
products

Men and women outwear





WE USE CHEMICAL MATERIALS SUPPLIED BY LEADING INTERNATIONAL MANUFACTURERS. ALL OF WHICH COMPLY WITH STRICT ECOLOGICAL AND SANITARY STANDARDS.

TEXAPEL

ecovadis 2020 SILVER (CSR R&D/70)

MEMBER OF LEATHER WORKING GROUP

TÜV Rheinland CERT ISO 9001 ISO 14001

ZSCHIMMER & SCHWARZ

Pulcra Chemicals The solution specialists

Tamenco GmbH

→

OUR PRODUCTS ARE TRUSTED BY DISTRIBUTORS AROUND THE WORLD

Russia	Kazakhstan	Uzbekistan
Austria	Netherlands	USA
Germany	Canada	UAE

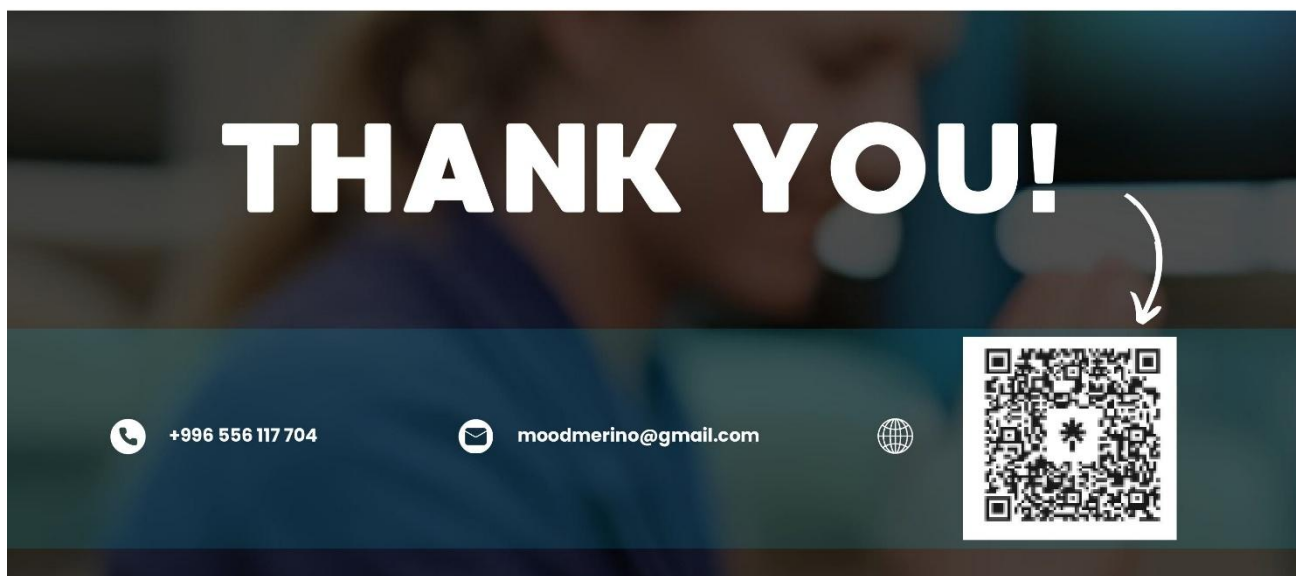


Merino mood

THANK YOU!

+996 556 117 704

moodmerino@gmail.com



4. ファッション繊維協会

Analysis of the Kyrgyz market



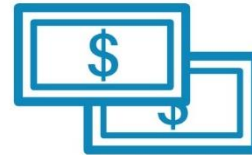
150 000
Employees



2599 +
production
facilities



67%
Exports



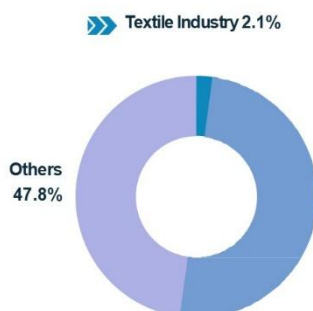
\$100 million in
export volume

Source: RKDF

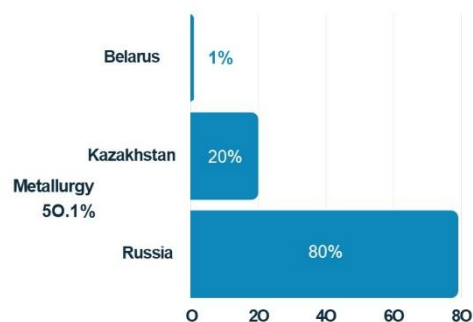
External market analysis



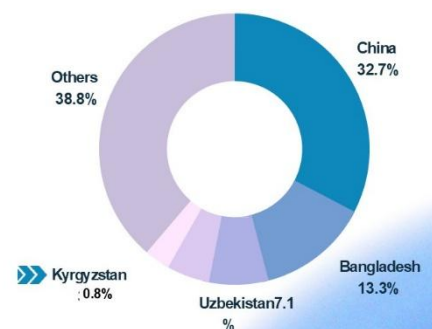
Industry of Kyrgyzstan



Distribution of exports

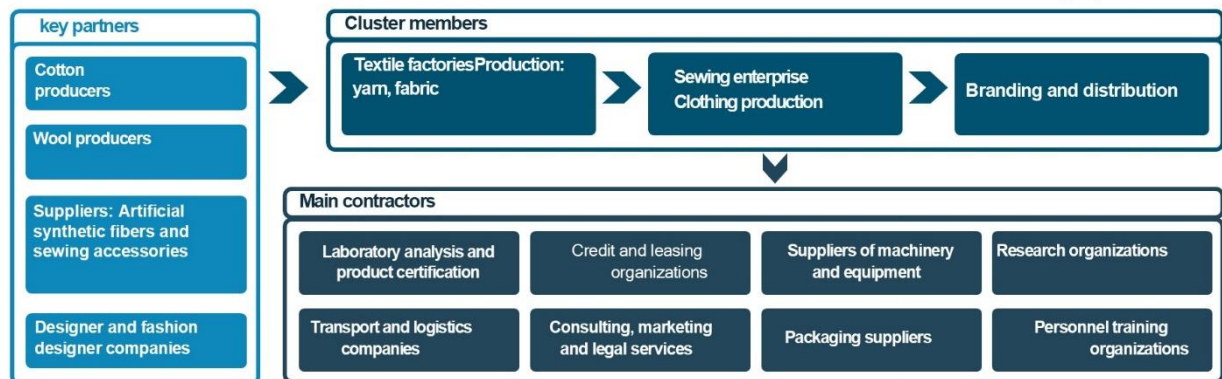


Kyrgyzstan's share of Russia's imports



Source: RKDF

INTERACTION CHAIN



MISSION KFTA

growth

Export

Target export volume of
\$150 million by 2025

Increase

in profits

Increase industry profitability by
30% by 2025

Focus

Quality

Entering European markets
and obtaining international
accreditation in 2025.

INDUSTRY BASICS

PRODUCTION

Production standardization

- Product certification
- qualification development
- new technologies
- production Optimization

REPUTATION

- Brand Strategy
- Content Marketing
- PR Development
- Event Organization
- International Exhibitions

EXPORT

- Single Sales Office
- Website - Manufacturing Database
- Legal Department
- KFTA Representative Office in America, France, and Italy

ECOSYSTEM

Garment companies

- Business consulting
- Export center
- Labor standards
- Management and business process training
- International exhibitions
- Partnerships with international associations
- Creating a production rating

Retailers

- A single platform for all production
- Distribution of collections to top brands
- Quick order distribution
- Large volumes

Fashion designers

- Showroom (Internal n External Market)
- Digital Market n Clothing Fashion Shows
- Promotion n Marketing
-