



INVESTOR'S GUIDE

REPUBLIC OF KAZAKHSTAN

2024

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Welcome speech

DEAR LADIES AND GENTLEMEN!

I am pleased to welcome you to our Investor's Guide!

This Guide will be a valuable source of information about Kazakhstan, its economic potential, as well as the emerging opportunities to invest in our country. On these pages you will explore more about the business climate, the potential of industries and regions of the country, as well as state support measures for investment.



Today Kazakhstan is a state with an open and market economy, as well as a coherent and stable legal framework. With rich natural resources and a high level of human capital development, our country is geographically located on strategic and fast-growing transcontinental trade routes of the global economic system.

Kazakhstan pays special attention to increasing the investment attractiveness of the country and creating favorable conditions for investments.

There are high-level dialogue platforms in the country. For more than a quarter of a century, the Foreign Investors Council has been functioning under the Chairmanship of the President. It allows investors to have direct dialogue with the country's leadership. Investor protection is guaranteed by the office of Investment Ombudsman, which is headed by the Prime Minister of Kazakhstan.

The Astana International Financial Centre offers businesses a legal regime for investing activities based on the English common law.

Taking into account international practice and expert recommendations, we continuously improve the aspects of business environment for investors in the sectors of energy, agriculture, geological exploration, metallurgy, petrochemicals, ecology, digitalization, healthcare, transport and logistics, tourism and other industries.

The goal of Kazakhstan's investment policy is to shift the structure of investments from predominantly primary sectors of the economy to the creation of competitive production of high value-added goods.

At the end of the previous year, Kazakhstan once again has become the undisputed leader in terms of the FDI inflow among the countries of Central Asia, the post-Soviet and landlocked developing countries.

Kazakhstan is moving forward with confidence, showing sustainable economic growth. We invite you to actively participate in this journey and hope you will implement new great ideas in Kazakhstan. We hope that the Guide will contribute to your success!

Murat Nurtleu

**Deputy Prime Minister -
Minister of Foreign Affairs
of the Republic of Kazakhstan**

GROW YOUR
BUSINESS

INVEST IN
KAZAKHSTAN

Kazakhstan is the heart of Eurasia

1. KAZAKHSTAN AT A GLANCE

1st
place

- among Central Asian countries in terms of GDP and trade
- by FDI inflows in Central Asia and among post-Soviet countries
- by FDI inflows among landlocked developing countries

Kazakhstan
is a country
with rich
natural
resources

Here you can
find almost all
the elements
of the periodic
table

99
elements

70
explored

60
mined

16

rare
metals and
rare-earth
minerals
produced

\$440
billion

Gross
inflow of FDI
since 1991

\$264
billion

GDP in 2023

\$13,3
thousand

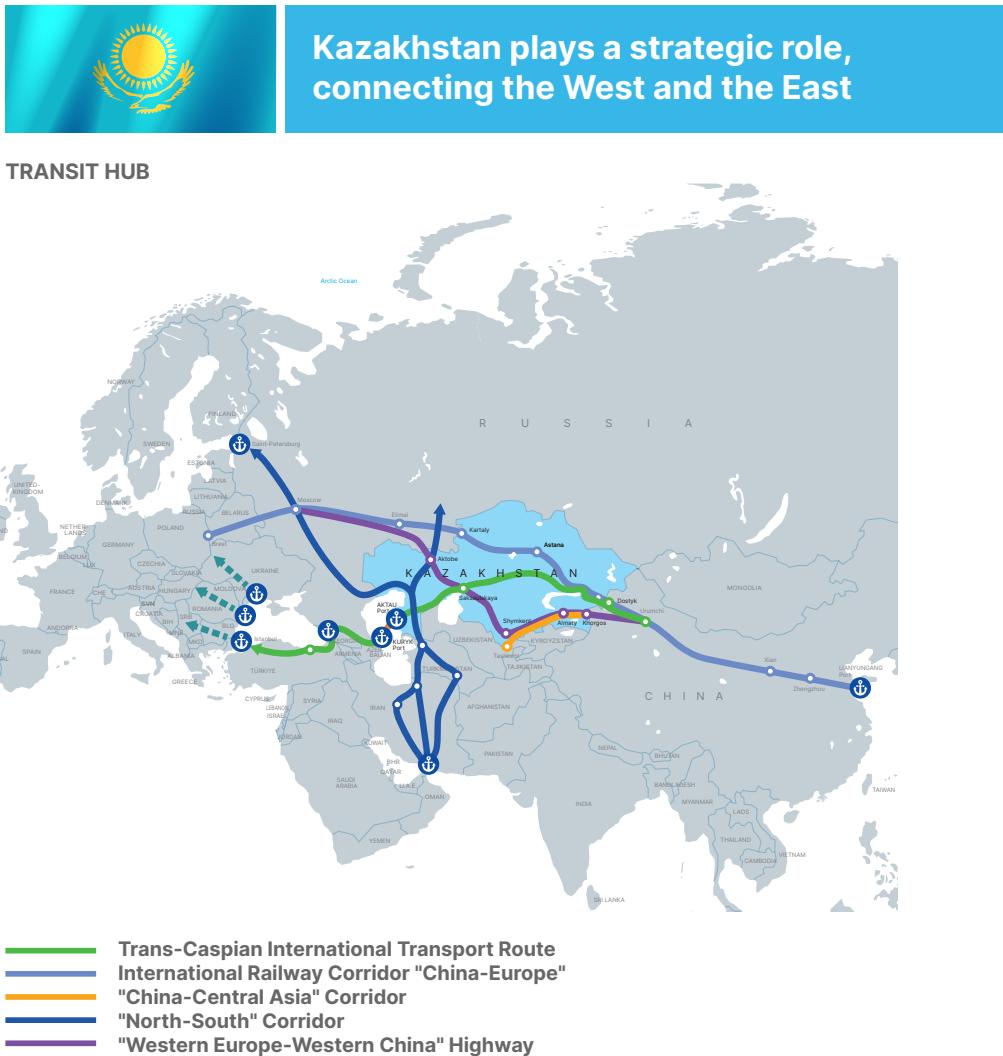
GDP per capita
in 2023

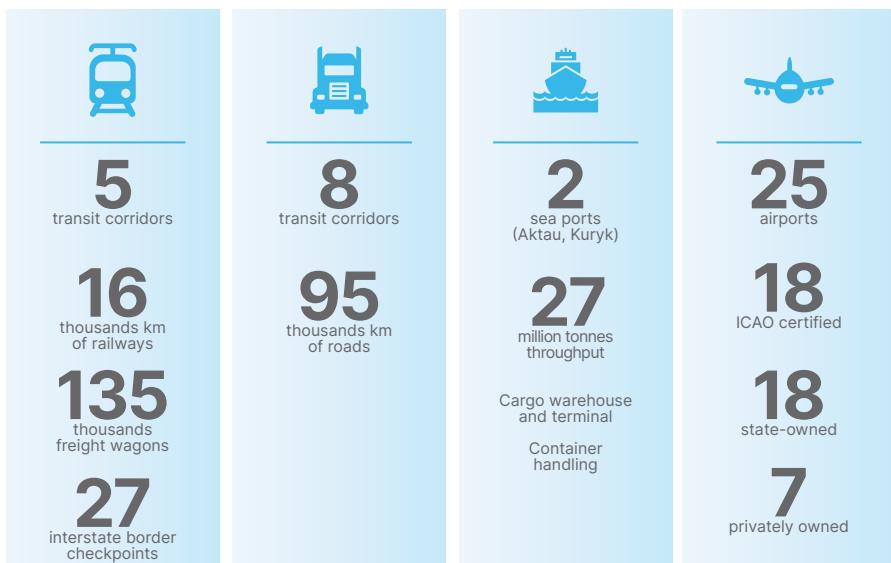
\$139
billion

Foreign trade
turnover in 2023

Reasons to invest in Kazakhstan

1. Strategic location and access to major markets





2. Economic stability

Kazakhstan's Economic Achievements

GDP increased 10,5 times



GDP per capita increased 8 times



The volume of exports increased 8 times



The foreign exchange reserves increased 12 times



Sovereign credit ratings of the Republic of Kazakhstan

S&P Global
Ratings

BBB- stable
outlook

Moody's

Baa2 positive
outlook

Fitch Ratings

BBB stable
outlook

3. Rule of law and protection of business rights

Kazakhstan has signed 49 bilateral and 1 multilateral (EAU) Agreements on Promotion and Reciprocal Protection of Investments.

Currently, there are 55 Conventions on the Avoidance of Double Taxation and the Prevention of Fiscal Evasion with Respect to Taxes on Income and Capital concluded with foreign countries, including the USA, Germany, Switzerland, Japan, Singapore, and other.

The AIFC Court and International Arbitration Centre is a common law court system based on English law that operates to the highest international standards to resolve civil and commercial disputes in the AIFC.

4. Skilled labour force

Kazakhstan has a high Human Capital Development Index, ranking 56th among 191 countries in the world	Available labour resources Average per capita nominal monetary monthly income of the population - \$850	Average age of the population 32 years 40% of population is under 25 years old	Simplified employment procedure
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Kazakhstan has the highest literacy rate in the region; Universities in Kazakhstan pay special attention to STEM subjects.

Within the framework of the Bolashak International Scholarship, more than 12 thousand specialists have studied at 200 best universities in 33 countries of the world.

There are 112 higher educational institutions in Kazakhstan. The QS World University Ranking 2024 included 21 of them to the list of the best universities in the world.



5. Beneficial investment incentives

14 special economic zones TAX BENEFITS <ul style="list-style-type: none">Corporate Income Tax - 0%Land tax - 0%Property tax - 0%Exemption from customs duties on the import of raw materials and equipment NON-TAX INCENTIVES <ul style="list-style-type: none">Free land plotSimplified procedure for attracting foreign workforceReady infrastructure	Investment contract for priority projects TAX BENEFITS <ul style="list-style-type: none">Corporate Income Tax - 0% (10 years)Land tax - 0% (10 years)Property tax - 0% (8 years)Exemption from customs duties when importing technological equipment, components and spare parts for it (up to 5 years) NON-TAX INCENTIVES <ul style="list-style-type: none">State in-kind grants (land plots, buildings, equipment, etc.)The right to attract foreign workforce without quotas and permits	35 industrial zones <ul style="list-style-type: none">Available infrastructureNo industry restrictions
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6. International cooperation

Kazakhstan is a member of the United Nations (UN), the Organization for Security and Cooperation in Europe (OSCE), the Shanghai Cooperation Organization (SCO), the Organization of Islamic Cooperation (OIC), the World Trade Organization (WTO), the Eurasian Economic Union (EAEU) and the Organization of Turkic States (OTS).



There are more than **30 international organizations** represented in Kazakhstan, more than **49 thousand enterprises** with foreign capital and business councils with **21 countries**. Kazakhstan hosts 71 Embassies and 23 Consulates General. In total, Kazakhstan has established diplomatic relations with 186 countries.



UN

UNDP Country Office
FAO Partnerships and Liaison Office
UNEP Office for Central Asia
UNESCAP Subregional Office



OECD

Country office
Associate Member of the OECD Investment Committee



World Bank

Regional office in Central Asia
World Bank Group Offices (IBRD, IDA, IFC, MIGA)



OSCE

OSCE Programme Office



Islamic Development Bank

Regional office



Eurasian Development Bank

Headquarter



Islamic Organisation for Food Security

Headquarter



Conference on Interaction and Confidence Building Measures in Asia

Headquarter

2. ABOUT KAZAKHSTAN

Geographical location

Kazakhstan is located in the center of Eurasia. Most of the country belongs to Asia, with a smaller part belonging to Europe. The country ranks ninth in terms of land area in the world and second among the CIS countries. Kazakhstan has access to two landlocked seas - the Caspian and the Aral.

It shares borders with Russia in the north and west – 7,548 km (the longest continuous land border in the world), with China in the east – 1782,7 km, with Kyrgyzstan – 1257 km, Uzbekistan – 2356,6 km and Turkmenistan – 458,3 km in the south. The total length of the land borders is 13402,6 km.



TERRITORY:
2 724 900 km²



CAPITAL:
Astana



TIME ZONE:
GMT+5



**ADMINISTRATIVE-
TERRITORIAL
DIVISION:**
**17 regions and
3 cities** of republican
significance:
Astana,
Almaty
and Shymkent



OFFICIAL LANGUAGE:
Kazakh



THE PREDOMINANT RELIGIONS
Islam and Christianity



NATIONAL CURRENCY:
tenge / ₤ / KZT

State system

The Republic of Kazakhstan is a unitary state with a presidential form of government, which gained independence on December 16, 1991. The head of state is **Kassym-Jomart Tokayev**.

According to the Constitution, Kazakhstan is a state with three independent branches of government: executive, legislative and judicial. Kazakhstan is a democratic, secular, legal and social state, which recognizes a person, its life, rights and freedoms as the supreme values of the country. The people are the only source of state power.

Legislative power is exercised by the Parliament, which consists of two Chambers – the Senate and the Mazhilis; executive power – by the Government; judicial power - by the Supreme Court, local and other courts.

Population

The ethnic structure of Kazakhstan, according to the National Census of 2021, is as follows:

Kazakhs – 70.4%, Russian – 15.5%,
Uzbeks – 3.2%, Ukrainians – 2.0%,
Uighurs – 1.5%, Germans – 1.2%,
Tatars – 1.1%, other – 5.1%.

Total
number:

**20
million
people**

The average
population
density is:

**7,3
people/
km²**

Urban
population:

62%

Rural
population:

38%

Macroeconomic indicators

Indicator	2017	2018	2019	2020	2021	2022	2023
GDP, \$ billion	166,8	179,3	181,7	171,1	197,1	225,3	264
GDP per capita, \$	9 248	9 813	9 813	9 122	10 371	11 477	13 277
Real GDP growth, %	4,1	4,1	4,5	-2,5	4,3	3,2	5,1
The foreign exchange reserves, \$ million	30 997	30 927	28 958	35 638	34 378	35 076	39 770
Assets of the National Fund, \$ million	58 334	57 988	61 752	58 743	55 324	55 739	65 700
Consumer price index compared to the previous year, %	107,4	106,0	105,3	106,8	108,0	115,0	108,7
Unemployment rate, %	4,9	4,9	4,8	4,9	4,9	4,9	4,7
Foreign trade turnover, \$ billion	78,1	94,8	97,8	86,5	101,7	135,5	139
Balance of trade, \$ billion	18,9	27,4	18,4	8,6	18,9	33,7	18,4
Gross inflow of FDI, \$ billion	21,0	24,3	24,4	17,2	23,8	28,0	23,4

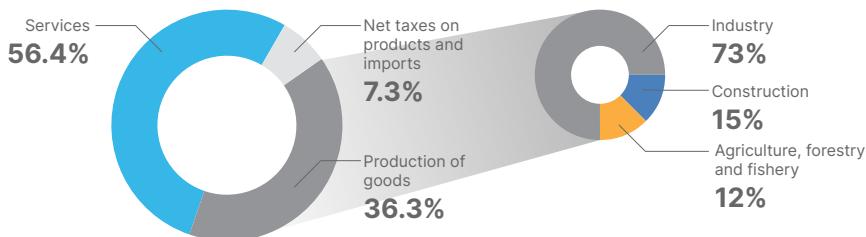
Sources: Bureau of National Statistics ASPR RK, National Bank of the Republic of Kazakhstan

Overview of the economy

Kazakhstan's economy is the largest and most stable in Central Asia. Since the 1990s, the country has achieved significant economic growth. In 2023 GDP per capita (PPP) was \$36 620. In 2002, Kazakhstan became the first CIS country to receive a (BBB-) investment-grade credit rating from S&P.

According to the forecasts of S&P analysts, the Kazakhstan's economy growth will be at the level of **3.6%** in 2024-2027.

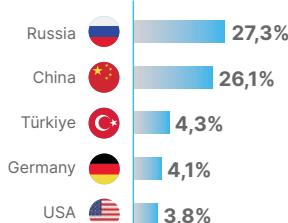
The structure of GDP in 2023



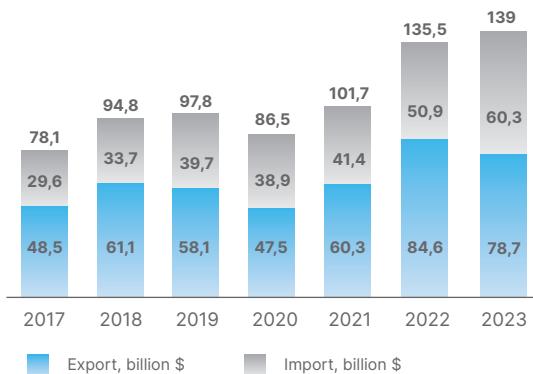
Source: Bureau of National Statistics ASPR RK

Foreign trade

In 2023, Kazakhstan's foreign trade turnover reached the highest level during the years of Independence - \$139 billion

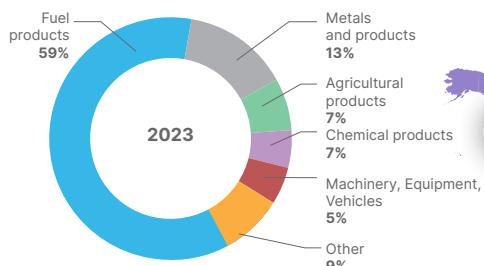


Export and import structure in 2023

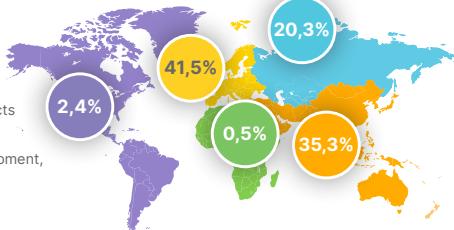


Source: Bureau of National Statistics ASPR RK

Kazakhstan's export structure by product groups, %

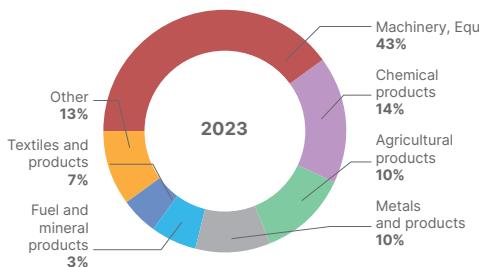


Export geography



Source: Bureau of National Statistics ASPR RK

Kazakhstan's import structure by product groups, %



Import geography

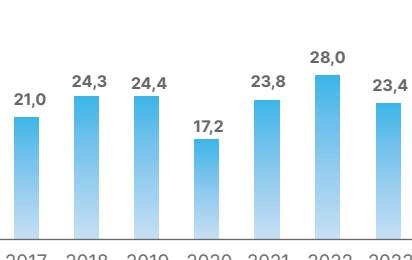


Source: Bureau of National Statistics ASPR RK

Investments

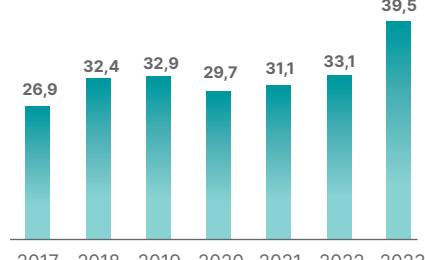
Since 1991, the gross inflow of foreign direct investment has amounted to more than \$440 billion. In 2023, the gross inflow of FDI amounted to \$23.4 billion.

Gross inflow of FDI to Kazakhstan, \$ billion



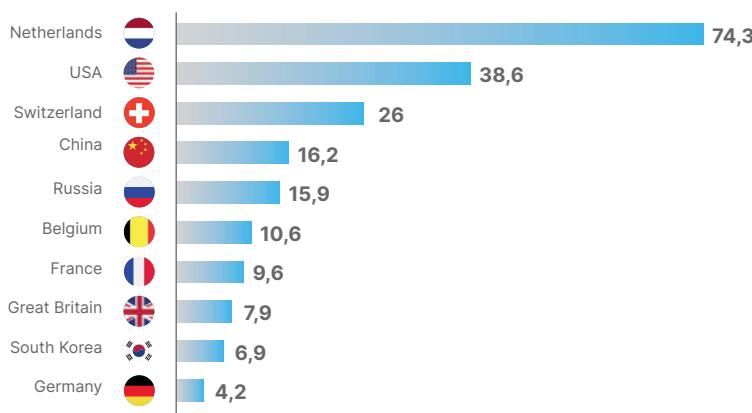
Source: National Bank of the Republic of Kazakhstan

Investments in fixed assets, \$ billion

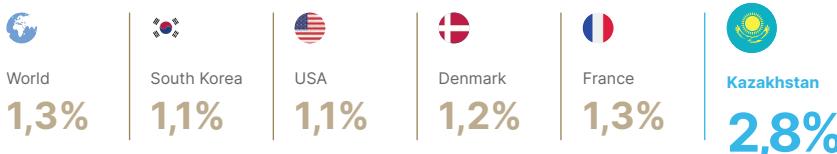


Source: Bureau of National Statistics ASPR RK

Top 10 investing countries over the last decade (2013 - 2023), \$ billion



FDI inflows % of GDP



Human resources

Kazakhstan has a very high Human Capital Development Index, ranks 56th among 191 countries in the world. Citizens of Kazakhstan have a high level of education.

The main indicators of labour in Kazakhstan

Indicator	2017	2018	2019	2020	2021	2022	2023
Labour force, thousand people	9 027	9 139	9 222	9 181	9 257	9 430	9 620
Employed population, thousand people	8 585	8 695	8 781	8 732	8 807	8 972	9 167
Employees, thousand people	6 486	6 613	6 682	6 687	6 710	6 847	6 981
Self-employed workers, thousand people	2 099	2 083	2 099	2 045	2 097	2 124	2 186
Average per capita nominal monetary income, thousand tenge	257	270	273	281	307	335	382

Source: Bureau of National Statistics ASPR RK

Bolashak International Scholarship

In 1993, the Bolashak Scholarship established in Kazakhstan to educate talented students abroad. The list of Kazakhstan's partners in this program includes such leading world universities as: Harvard University, Massachusetts Institute of Technology, Oxford and Cambridge Universities, etc.



For 30 years of activity of the Bolashak programme, more than 12 thousand Kazakhstan citizens have studied abroad in 200 best universities of 33 countries of the world.

Higher education

More than 112 higher education institutions operate in Kazakhstan. There are 67 universities in private ownership, 44 in state ownership, and 1 in foreign ownership.

According to the QS World University Ranking 2024, there are 21 Kazakhstani universities in the list of the best universities in the world. Among which the best results achieved by the Al-Farabi Kazakh National University (Almaty), Gumilyov Eurasian National University (Astana), and Satbayev University (Almaty). The above-mentioned universities are also included in the Times Higher Education World University Rankings 2024.

77 universities	14 academies	10 institutes and conservatories equivalent to them, higher schools and higher colleges	8 national higher education institutions	3 national research universities
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Nazarbayev University

In June 2010, a unique educational project, the International Research University – Nazarbayev University, was launched in Astana. The mission of the University is to become a model of reforms in the system of higher education and science of Kazakhstan and to contribute to the formation of Astana as an international center of innovation and knowledge. The university has entered the top 30 percent of the best international research universities according to the Times Higher Education World University Rankings 2024.



NAZARBAYEV
UNIVERSITY

Professional education

Nowadays, there are **724** independent organizations of technical and vocational education and 38 branches, in which 494 thousand people study.

Natural resources



Kazakhstan is a country with an abundant mineral resource base. There are deposits in the country: hydrocarbons – 326, solid minerals – 920, common minerals – 3,000.

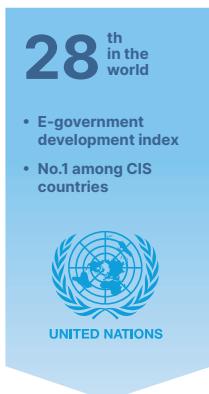
Kazakhstan is in the top ten of the world in terms of reserves/production of chromium, uranium, barite, lead, zinc, titanium, gold, silver, manganese, molybdenum, iron ore, bauxite, asbestos, bismuth, cadmium, magnesium, silicon, coal.

		Reserves	Production
Chromium		1	2
Uranium		2	1
Barite		2	4
Rhenium		4	7
Zinc		6	11
Lead		7	12
Manganese		8	14

		Reserves	Production
Coal		9	8
Bauxite		9	11
Copper		11	10
Iron Ore		11	15
Oil		12	11
Gold		13	6
Natural gas		14	17

Source: US Geological Survey, International Trade Administration, World Bank Group

Kazakhstan rankings



3. SUCCESSFUL INVESTMENT PROJECTS IN RECENT YEARS

40+

projects with foreign capital are implemented annually



Wind power plant Aktobe region



Production of technical gases Atyrau region



Air Liquide

France



Production of gas analysers Atyrau region

Honeywell

Atyrau region



USA

Assembly of agricultural machinery North-Kazakhstan region

CLAAS

Germany



Solar power plant

Zhambyl region



Pharmaceuticals production

Turkestan region



Feed production

Almaty region



Automobile production

Almaty



Production of technical gases

Karaganda region



Passenger buses production

Karaganda region



Assembly and production of screw pumps

Mangystau region



PCM
Artificial Lift Solutions

Production of medical and industrial masks and respirators

Astana



mfa
"Masks find it for you!"
Tulgar-astana.kz

Production of on-board transformers

Astana



ALSTOM

Specialised equipment production

Almaty



WEHR

Production of building materials

Zhambyl region



SAINT-GOBAIN

Production of confectionery

Shymkent



LOTTE

4. MEASURES TO SUPPORT BUSINESSES AND INVESTORS

Investment and tax preferences

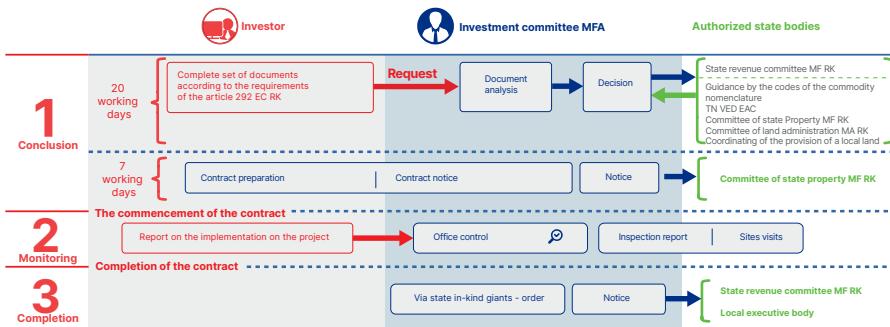
State support for investments consists in granting investment preferences based on an investment contract, an agreement on investment obligations or an investment agreement.

Investment contract

An investment contract is an agreement for the implementation of an investment project, which provides for the implementation of investments and the provision of investment preferences.

According to the investment project	According to the investment priority project
Tax preferences <ul style="list-style-type: none">exemption from VAT on the import of raw materials (according to the list) for up to 5 years	Tax preferences <ul style="list-style-type: none">for the creation of new production facilities – exemption from CIT and land tax for 10 years, property tax for 8 yearsfor the expansion and renewal of existing production facilities – exemption from CIT for 3 years
Exemption from customs duties in importing technological equipment, components and spare parts for it, raw materials and materials for up to 5 years	
State in-kind grants <ul style="list-style-type: none">state-owned land plots, buildings and facilitiesthe maximum grant amount is no more than 30% of the volume of investments in fixed assets of a legal entity of the Republic of Kazakhstan	
The conditions for obtaining investment preferences	
The list of raw and other materials, the import of which is exempt from VAT under the investment contract:	
	The list of priority activities for the implementation of investment projects:
	

An application for investment preferences is submitted on the web portal elicense.kz: Finance - Conclusion of an investment contract.



Investment Agreement

Investment agreement is an agreement for the implementation of an investment project, which is concluded between a body authorized by the Government of the Republic of Kazakhstan and a legal entity, providing for investments in the amount of at least 7.5 million MCI.

Types of benefits and preferences:

- exemption from CIT and land tax for 10 years, property tax for 8 years;
- exemption from customs duties and value added tax on imports for up to 5 years;
- state in-kind grant (up to 30% of the project cost);
- stability of legislation for 25 years from the date of its conclusion;
- other (according to the current legislation of the Republic of Kazakhstan and by agreement of the parties).

Agreements cannot be concluded for the implementation of projects in the areas specified in paragraph 1 of Article 295-2 of the Entrepreneurial Code



More about investment agreement:



MCI:



Investment tax credit

An investment tax credit is an opportunity to change the term of payment of the CIT and property tax by reducing payments on them by 100%, followed by a phased payment of the loan amount for up to 3 years.

The investment tax credit is provided within the framework of the current investment contract for the implementation of the investment project (before the commissioning of the investment activity object), with the exception of the investment priority project and the investment agreement.

Rules for concluding an investment tax credit agreement:



Agreement on Investment Obligations

The Agreement on Investment Obligations is an agreement between the Government of Kazakhstan and legal entities. It provides for the obligations of legal entities to finance capitalized subsequent expenses and (or) expenses for the acquisition, production, construction of new fixed assets, as well as to finance other costs that increase the value of fixed assets for 8 years totaling at least 75 million MCI. The agreement provides a guarantee of stability of tax conditions (with the exception of: VAT and excise duty; fees for emissions into the environment; IIT; CIT withheld at the source of payment) for 10 years for legal entities that are commodity producers, with the exception of subsoil users extracting hydrocarbon minerals and producers of petroleum products.

Learn more at:



Special economic and industrial zones

Special Economic Zones (SEZ) are sites with all the necessary infrastructure and preferential tax and customs regime for the implementation of projects.

There are 14 SEZ with different industry orientation on the territory of Kazakhstan.



PREFERENCES

READY INFRASTRUCTURE



0%

LAND RENT
FREE OF CHARGE

0%

PROPERTY TAX

0%

CUSTOMS DUTIES
ON IMPORT OF RAW
MATERIALS AND
EQUIPMENT

0%

CORPORATE
INCOME TAX

0%

VAT ON GOODS FULLY
CONSUMED WITHIN
THE TERRITORY OF
THE SEZ

SIMPLIFIED
PROCEDURE FOR
HIRING FOREIGN
LABOUR FORCE

Registration procedure for SEZ



Industrial zones (IZ) were created with the aim of creating conditions and modern infrastructure to stimulate the creation of import-substituting and competitive industries. There are 35 industrial zones in Kazakhstan, including 2 private ones.

Unified Register of Industrial Zones:



Advantages of participating in Industrial Zones



Provision of land plots



Provision of infrastructure



The possibility of long-term lease or purchase of land at cadastral value



No industry restrictions



The possibility of concluding an investment contract

Learn more at:



Government business support programs

The Investment Policy Concept of the Republic of Kazakhstan until 2026

In 2022 The Government has adopted a new Investment Policy Concept of the Republic of Kazakhstan until 2026.

The concept provides for a set of measures to revise the policy of attracting investments, which allows changing the structure of investments towards competitive production of goods with high added value.

Learn more at:



A National Company in the field of attracting investments



KAZAKH INVEST

NATIONAL COMPANY



NETWORK OF
REPRESENTATIVES

ABROAD AND IN EVERY
REGION OF KAZAKHSTAN



COMPREHENSIVE
SUPPORT

ON EVERY STAGE
OF PROJECT
IMPLEMENTATION



CONSULTING WITH
EXPERTS

ON INVESTMENT ISSUES



INVESTMENT
PROPOSALS

IN PRIORITY SECTORS



24/7: +7 7172 620 620



invest.gov.kz

National digital
investment platform:



National Pool of
Investment Projects:



Investment
proposals:



Astana International Financial Center



The Astana International Financial Center (AIFC) is a unique platform for the region with a special legal status, which gives its participants special privileges. The aim of the AIFC is to attract investments, develop the financial sector and integrate Kazakhstan into the world economy.

The AIFC consists of several bodies and organizations that provide various services and opportunities for business and finance. Among them, the AIFC Court is an independent judicial body based on English law and considers disputes between AIFC participants.

Learn more at:



Support of the agribusiness

In the sphere of the agribusiness, state support is provided by introducing preferential taxation for agricultural entities, providing subsidies, preferential loans for spring field and harvesting operations. The Ministry of Agriculture of the Republic of Kazakhstan provides the following types of state support:

- Subsidies for reimbursement of expenses incurred by the subject of the agribusiness, when investing;
- Subsidizing interest rates on loans and leasing of technological equipment, for the purchase of farm animals, as well as leasing of agricultural machinery.

Baiterek National Managing Holding JSC and its subsidiaries carry out stimulation of industrial development of the agribusiness:

- Agrarian Credit Corporation JSC
- KazAgroFinance JSC



BAITEREK

Learn more at:



Support of industrial activities

Industrial Development Fund



The Fund provides financial support to manufacturing enterprises. The Fund carries out leasing activities, issues loans to legal entities, organizations engaged in leasing activities, as well as organizations engaged in certain types of banking operations.

- Financing from 3 to 20 years
- 15% - down payment
- Interest rate – 9%
- Financing amount – up to 20 billion tenge

Learn more at:



QazIndustry - Kazakhstan Industry and Export Center



QazIndustry carries out expert and analytical activities, developing industry and related sectors in Kazakhstan. The company provides systematic and direct state incentives for the manufacturing industry, coordinates the development of special economic and industrial zones of the Republic of Kazakhstan and encourages industrial enterprises to introduce digital technologies into production processes.

Learn more at:



QazTrade Center for Trade Policy Development



the promotion of domestic goods to foreign markets, including participation in exhibitions, advertising, maintenance of branches and obtaining foreign certificates. In addition, QazTrade brings Kazakhstan companies to the Alibaba electronic platform, helps to create company profiles and conducts consultations on trade issues.

Learn more at: <https://qaztrade.org.kz/>

KazakhExport (Export Insurance Company)



KazakhExport is a state insurance agency that supports exports and implements insurance tools to protect export operations. The company supports the growth of exports of non-primary goods and services, contributing to the development of Kazakhstan enterprises.

Learn more at: <https://kazakhexport.kz/>

Astana Hub - international technology park for IT startups

Astana Hub supports new and promising IT projects. The main mission of Astana Hub is to become a center for the development of innovative projects, to produce breakthrough IT companies, and to become a hotbed for attracting a critical mass of young and talented IT specialists from around the world. Astana Hub provides simplified visa and labour regimes, as well as preferential tax treatment for its participants.



Learn more at: <https://astanahub.com/>

Business incubators

Business incubators were created to support small businesses at the stage of their formation by providing production facilities, equipment, organizational, legal, financial, consulting and information services.

- Damu Entrepreneurship Development Fund Joint Stock Company (<https://damu.kz/>)
- Atameken National Chamber of Commerce of the Republic of Kazakhstan (<https://atameken.kz/>)

Dialogue platforms

Kazakhstan has created a system of dialogue platforms that ensures close and open interaction between investors and the state.



Foreign Investors' Council (FIC) is an advisory body chaired by the President of the Republic of Kazakhstan. The Council is a platform for direct dialogue between the investor and the government.

The primary objective of the Council is to develop recommendations and proposals on:

- determination of key areas of the investment policy and enhancement of the investment climate of the Republic of Kazakhstan;
- strengthening the legal framework;
- assistance to foreign companies in economic diversification, industrialization of the industrial sector, development of small and medium enterprises;
- integration of the economy of Kazakhstan into global economy;
- implementation of major investment programs and projects of the country of international importance.

Learn more at: <https://fic.kz/>

Council on improving investment climate

The Council is an advisory body under the Government of the Republic of Kazakhstan, chaired by the Prime Minister. The primary objective of the Council is the implementation of a unified investment policy of Kazakhstan that meets the priorities of the country's economic development.

Council performs the following tasks:

- definition of a unified strategy for the development of investment activities, taking into account the practice of the OECD countries in the field of investment policy and development priorities of the Republic of Kazakhstan;
- development of proposals to create a favorable investment climate, including protection of the rights and interests of foreign investors and improvement of the regulatory framework regarding investment policy, tax and customs legislation;
- analysis of possible solutions of problems that hinder investment in the manufacturing industries of the economy of the Republic of Kazakhstan.

Investment Promotion Council

Main tasks of the Council are:

- ensuring high rates of economic growth and real diversification of the national economy through the implementation of investment projects implemented by domestic and foreign investors, by increasing the level of coordination and control of activities to support them effectively and efficiently;
- consideration of issues on investment projects requiring decision-making at the level of Government officials.

Bilateral Investment Treaties

Kazakhstan has signed 49 bilateral and 1 multilateral (EEAU) intergovernmental agreement on mutual protection and promotion of investments. These agreements provide:

1

guarantee of the rights of investors in case of nationalisation, expropriation and requisition

2

guarantee of legal protection of investors' activities on the territory of Kazakhstan

3

guarantee of the use of income

4

regulation of investment dispute resolution

Learn more at:



Kazakhstan signed Bilateral Investment Treaties with following countries:

	Afghanistan		Armenia		Austria		Azerbaijan		Belgium		Bulgaria
	China		Czechia		Egypt		Estonia		Finland		France
	Georgia		Germany		Great Britain		Greece		Hungary		Iran
	Israel		Japan		Jordan		Korea		Kuwait		Kyrgyzstan
	Latvia		Lithuania		Luxembourg		Malaysia		Mongolia		Netherlands
	North Macedonia		Pakistan		Poland		Qatar		Romania		Russia
	Serbia		Singapore		Slovakia		Spain		Sweden		Switzerland
	Tajikistan		Türkiye		UAE		Ukraine		USA		Uzbekistan
	Vietnam										

5. DOING BUSINESS IN KAZAKHSTAN

The Government of Kazakhstan is making systematic efforts to create the most comfortable business conditions for investors.

Arrival in Kazakhstan

International communications

There are 18 international airports in Kazakhstan, the largest of which are the airports of Almaty and Astana.

There are direct flights to 31 countries on 117 routes.

The main Kazakhstani and foreign airlines participating in regular flights with Kazakhstan:

KAZAKHSTAN AIRLINES				
 Air Astana	Scat	FlyArystan	Qazaq Air	
CIS COUNTRIES AIRLINES				
 Azerbaijan	Azerbaijan Airlines			
 Belarus	Belavia			
 Russia	Aeroflot	S7 Airlines	Ural Airlines	Rossiya
 Tajikistan	Tajik Air	Somon Air		
 Turkmenistan	Turkmenistan Airlines			
 Kyrgyzstan	Avia Traffic Company			
 Uzbekistan	Uzbekistan Airways			
AIRLINES OF FAR-ABROAD COUNTRIES				
 Austria	Austrian Airlines			
 Hungary	Wizz Air			
 Germany	Lufthansa			
 Iran	Mahan Air			
 China	China Southern Airlines	Hainan Airlines		
 South Korea	Asiana Airlines			
 Latvia	AirBaltic			
 UAE	Etihad Airways	AirArabia	Flydubai	
 Poland	LOT			
 Türkiye	Turkish Airlines	Pegasus		

Visa-free regime

Citizens of 78 countries do not need a visa to enter the Republic of Kazakhstan.

UP TO 90 DAYS



UP TO 30 DAYS



UP TO 14 DAYS



Learn more at:



Visa processing

Recipients	Multiplicity	Visa validity period	Period of stay
BUSINESS VISA			
B1 participants of conferences, forums, exhibitions, meetings, round tables	Single-entry	up to 90 days	up to 60 days
B2 persons arriving for the purpose of providing consulting or audit services	Single-entry	up to 90 days	up to 30 days
persons arriving to negotiate, conclude contracts	Multiple-entry	up to 180 days	up to 90 days
persons arriving to negotiate, conclude contracts within the framework of cooperation in the field of industrialization and investment; founders or members of the board of directors.	Single-entry	up to 90 days	up to 30 days
B3 persons arriving to negotiate, conclude contracts within the framework of cooperation in the field of industrialization and investment; founders or members of the board of directors.	Multiple-entry	up to 1 year	no more than 30 days at each entry
INVESTOR VISA			
head and/or deputy head and/or heads of structural divisions of legal entities persons carrying out investment activity on the territory of the Republic of Kazakhstan, foreigners and stateless persons making investments in accordance with the AIFC investment tax residency program, as well as their family members	single-entry	up to 90 days	for the entire period of validity of the visa
A5	multiple-entry	up to 5 years	for the entire period of validity of the visa
BUSINESS VISA			
business immigrants	Single-entry	up to 90 days	for the entire period of validity of the visa
C5	Multiple-entry	up to 2 years	for the entire period of validity of the visa
VISA FOR EMPLOYMENT			
C3 persons traveling to the Republic of Kazakhstan or residing in the Republic of Kazakhstan for the purpose of carrying out labour activity, as well as to members of their families.	Single-entry	up to 90 days (for citizens of countries whose passports are not recognized by the Republic of Kazakhstan - up to 1 year)	for the entire period of validity of the visa
	Multiple-entry	up to 3 years (AIFC participants and bodies, Astana Hub employees or participants – no more than 5 years) or for the duration of the permit	for the entire period of validity of the visa

Learn more at:



Invitation (visa support)

Visas to Kazakhstan are issued on the basis of an invitation

Invitation is an application of an individual or legal person registered in Kazakhstan, assisting in the entry of a foreigner to Kazakhstan. The deadline for consideration of the invitation is 5 working days from the date of application.

Starting a business

According to the Civil Code of the Republic of Kazakhstan, a legal entity is subject to mandatory state registration with the justice authorities and is considered established from the moment of its receipt.

Learn more at:



In order to establish a legal entity in Kazakhstan, it is necessary:

- Choose the organizational and legal form of the newly created legal entity, depending on the type of activity;
- Determine the business category of the company being created;
- If a company is created by M&A or buying part of shares in an existing legal entity of the Republic of Kazakhstan - find out whether it is necessary to obtain permission from the antimonopoly authority;
- If a legal entity will provide financial services, it is also necessary to obtain a permit from the National Bank of the Republic of Kazakhstan.

Forms of a legal entity

Commercial legal entities are formed in the Republic of Kazakhstan either in the form of a limited liability partnership or in the form of a joint-stock company.

Business categories

There are the following business categories in Kazakhstan:

- Micro business - up to 15 employees or an average annual income of up to 30,000 MCI;
- Small business - up to 100 employees and an average annual income of up to 300,000 MCI;
- Medium business - 100-250 employees and an average annual income from 300,000 to 3,000,000 MCI;
- Large business - over 250 employees or an average annual income of over 3,000,000 MCI.

Learn more at:



Online registration, submission of an application and other documents:

The electronic service, in addition to registering a legal entity, includes the possibility of opening a bank account and concluding a contract of compulsory insurance of employees. Total term of rendering of all services: 2 working days

Learn more at:



Hiring foreign labour

Quota

In accordance with Article 36-1 of the Law of the Republic of Kazakhstan On Migration of the Population, the authorized body on employment issues establishes a quota for attracting foreign labour to work in the territory of the Republic of Kazakhstan.

Learn more at:



Permission

Foreign labour is attracted by employers to work in the Republic of Kazakhstan on the basis of permits to attract foreign labour issued by local executive bodies.

Local executive bodies on the territory of the relevant administrative-territorial unit issue or extend permits or refuse to issue or extend permits to employers to attract foreign labour to carry out labour activities within the quota allocated by the authorized body for employment of the population, as well as suspend and revoke these permits.

A permit issued by a local executive body to attract foreign labour is not subject to transfer to other employers. It is valid on the territory of the administrative-territorial units specified in it, with the exception of the employer sending foreign workers for whom permits have been obtained on a business trip to organizations located on the territory of other administrative-territorial units for a period that does not exceed the total ninety calendar days within one calendar year.

State fee

Permission for employers to attract foreign labour is issued or extended in accordance with the procedure and conditions determined by the authorized body for employment, as well as when paying fees in accordance with the tax legislation of the Republic of Kazakhstan. Exemption from quotas and requirements for obtaining permits to attract foreign labour.

The provisions of the Law on Quotas of Foreign Labour and the issuance of permits to employers to attract foreign labour do not apply to foreigners and stateless persons:

- working in organizations of the Republic of Kazakhstan that have concluded investment contracts for the implementation of an investment priority project in accordance with the legislation of the Republic of Kazakhstan, as well as working in organizations engaged by these legal entities (or their contractors) as a general contractor, contractor, subcontractor or service provider in the field of architectural, urban planning and construction activities (including survey and project activities, engineering services), for a period of up to one year after the commissioning of the investment activity object as managers and specialists with higher education, as well as qualified workers according to the list of professions and numbers determined in investment contracts for the implementation of an investment priority project;
- working in legal entities that are members of the SEZ, with projects worth more than one million MCI, as well as in organizations engaged by these SEZ participants (or their contractors) as a general contractor, contractor, subcontractor or service provider during the period of construction and installation works on the territory of the SEZ and before the expiration of one year after the commissioning of the facility (facilities) put into operation according to the list of categories and numbers determined by the commission of representatives of the authorized body for employment of the population, interested central state bodies in accordance with the procedure approved by a joint decision of the authorized body for employment of the population and the central executive body implementing state regulation in the field of creation, functioning and abolition of special economic and industrial zones;

In addition to the above list of foreigners and stateless persons exempt from the requirements of compliance with quotas and obtaining permits to attract foreign labour, the Government has established a list of persons whose work does not require permits from local executive bodies to attract foreign labour:

- Business immigrants who arrived to carry out entrepreneurial activities;
- Attracted by Astana International Financial Center participants and bodies;
- Working as the directors of branches or representative offices of foreign legal entities, as well as the directors of Kazakh legal entities and their deputies with a one hundred percent share of foreign participation in their authorized capital;

- Those who are on a business trip for business purposes, the duration of which does not exceed a total of 120 calendar days during one calendar year;
- Working as the directors of organizations that have concluded contracts with the Government of the Republic of Kazakhstan for investments in the monetary equivalent of over \$ 50 million, and the directors of legal entities of the Republic of Kazakhstan that carry out investment activities in priority activities and have concluded a contract with the authorized investment authority;
- Those who have received an investor visa, with the exception of family members, as well as dependent persons.

Learn more at:



Taxation

The tax legislation of the Republic of Kazakhstan is based on the Constitution of the Republic of Kazakhstan, consists of the Code of the Republic of Kazakhstan On Taxes and Other Obligatory Payments to the Budget (Tax Code), as well as regulatory legal acts, the adoption of which is provided for by the Tax Code.

There are 55 Conventions on the Avoidance of Double Taxation and the Prevention of Fiscal Evasion with Respect to Taxes on Income and Capital concluded with foreign countries in the Republic of Kazakhstan. The elimination of double taxation is a procedure where each of the contracting States provides the taxpayer with the opportunity to pay tax only once - in one of the contracting States. The full list of conventions is available on the official website of the State Revenue Committee of the Ministry of Finance of the Republic of Kazakhstan:

Learn more at:



Taxes	Bids	Taxable base
Corporate Income Tax (CIT)	20%	From income
Value added tax	12%	From the turnover of goods, works and services
Property tax	1,5%	To the average annual value of taxable objects
Individual income tax	10%	From income
Social tax	9,5%	From the employer's expenses

Learn more at:



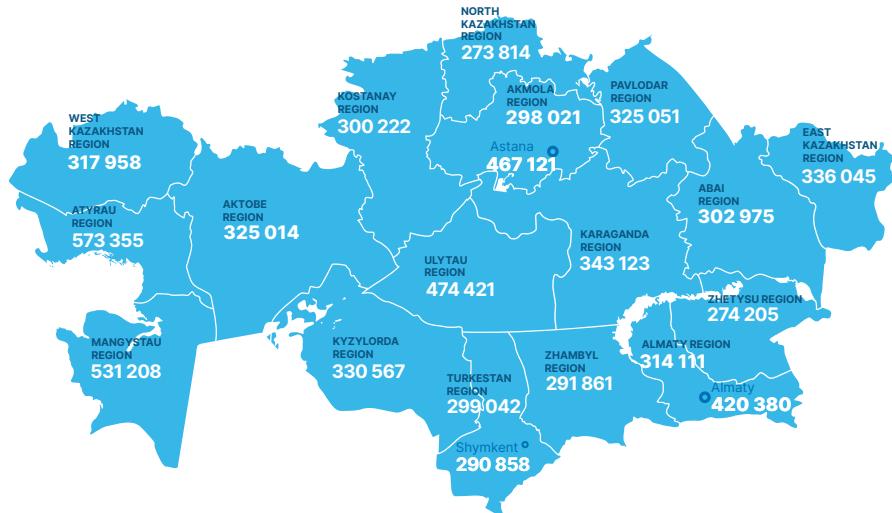
Special payments and subsoil users taxes include:

- signature bonus;
- payment for reimbursement of historical costs;
- alternative tax on subsurface use;
- royalties;
- the share of the Republic of Kazakhstan in the production division;
- mineral extraction tax;
- excess profits tax.

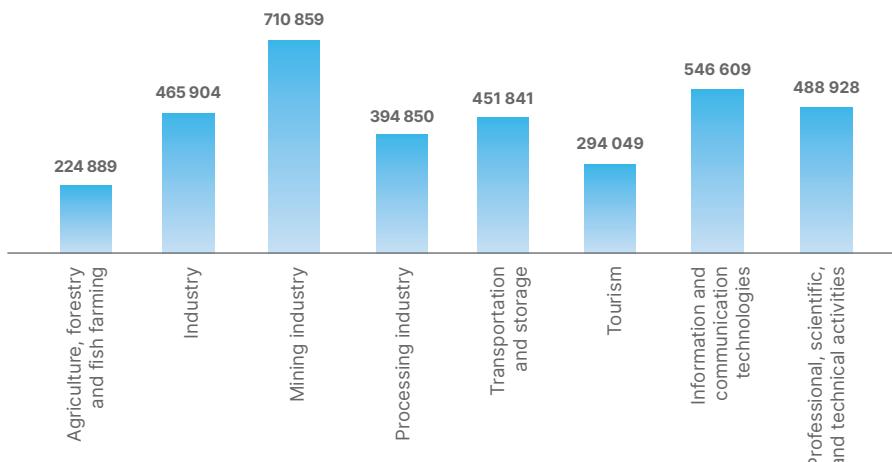
The Tax Code
of the Republic of
Kazakhstan:



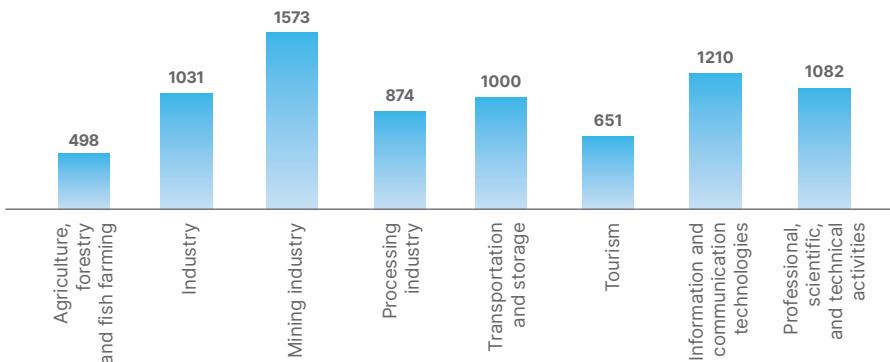
Average monthly wages by region (tenge)



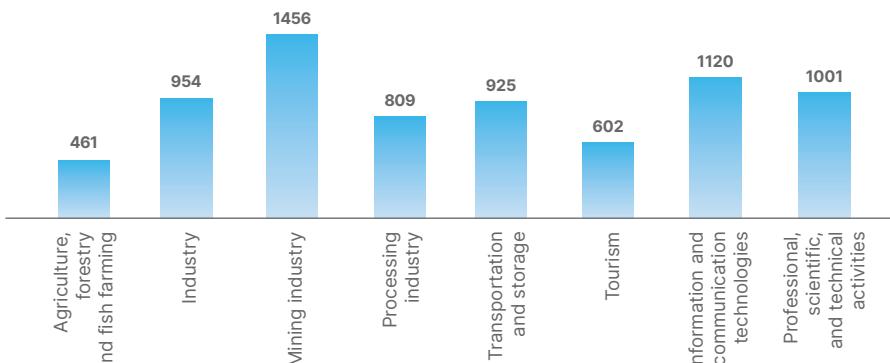
Average monthly wages by industry (tenge)



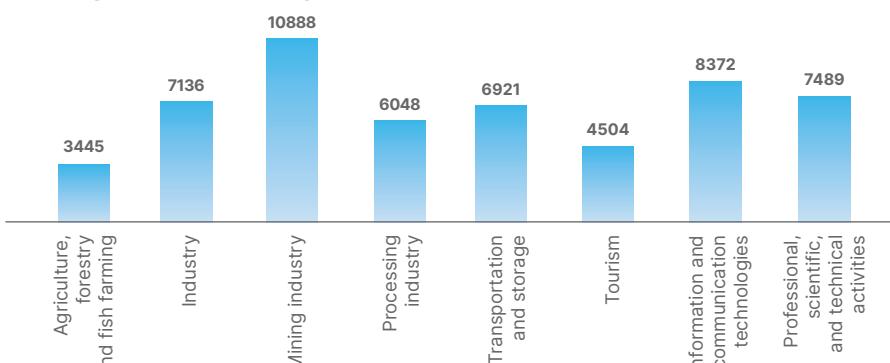
Average monthly wages by industry (USD)



Average monthly wages by industry (EUR)



Average monthly wages by industry (CNY)



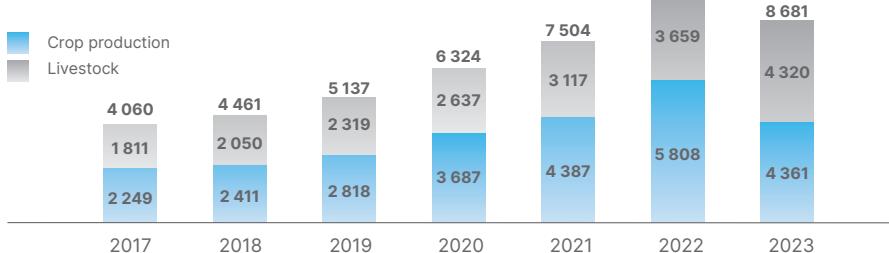
Industry potential for investment

INDUSTRY



Kazakhstan is the 9th largest country in the world. There are more than 220 million hectares of agricultural land, including 180 million hectares of pastures and 26.6 million hectares of arable land.

Gross agricultural output, billion tenge



Source: Bureau of National Statistics ASPR RK

For the last 6 years, the total output of agricultural products was 41.6 trillion tenge, of which crop production accounted for 56.5% and livestock production 43.5%

In 2023, the 17 million tons of grain crops, 2.2 million tons of oilseeds and 5 million tons of feed crops was harvested. This is sufficient to fully supply the domestic market.

Livestock and poultry:



Cattle:
in 2011 there were 5.7 million heads,
in 2023 - 9.9 million heads
(+74%)



Sheep and goats:
in 2011 there were 18.1 million heads,
in 2023 - 27.6 million heads
(+52%)



Horses:
in 2011 there were 1.6 million heads,
in 2023 - 4.6 million heads
(+188%)



Poultry:
in 2011 there were 32.9 million heads, in 2023 - 46.2 million heads
(+40%)

The volume of food production in 2023 amounted to 3.1 trillion tenge (\$6.85 billion). 268 enterprises are engaged in food production.

Export and import structure

Exports of agricultural products in 2023 **\$5.4 billion** (-4% from 2022)

Export of livestock and fish products



Export of crop production and processed food products



Imports of agricultural products in 2023 **\$5.9 billion** (-1% from 2022)

Import of livestock and fish products



Import of crop production and food products



Regions with industry specialization

The North Kazakhstan (12.4%), Akmola (11.5%), Turkestan (11.1%) and Kostanay (10.8%) regions occupy the largest share in the total volume of gross agricultural output.

Higher education institutions

The Kazakh State Agrarian Research University, Kazakh Agro-Technical Research University, International Engineering Technological University, West Kazakhstan Agrarian And Technical University, Narxoz University.

Operating enterprises, including foreign ones

There are 21 143 enterprises in the agribusiness, of which 389 with foreign capital. In total 210 thousand individual entrepreneurs operate in the agro-industrial sector.

The sectoral state program is the Concept of development of the agro-industrial complex of the Republic of Kazakhstan for 2021-2030.

Learn more at:



Gross inflow of FDI into the industry

From 2005 to 2023, the gross inflow of FDI into agriculture, forestry and fisheries amounted to \$442.8 million.



Mining and metallurgy provides 29.6% of the total industrial production of the country. The extraction of metal ores provides 17% of the total output of the mining sector, and the share of metallurgy in the manufacturing industry is 38%.

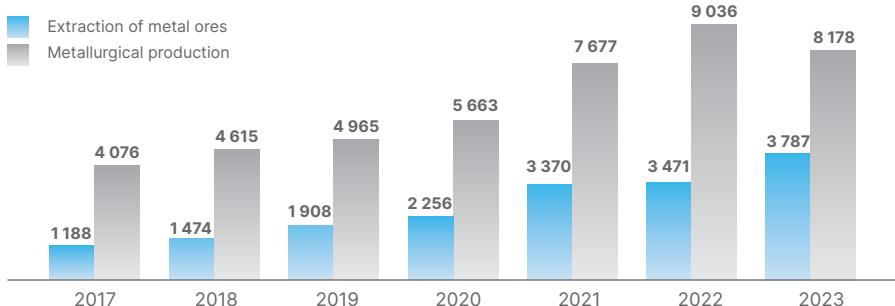
Raw material base

Kazakhstan is a major exporter of ferrous, non-ferrous and precious metals. In particular, Kazakhstan accounts for 16% of chromium mined in the world. The Republic is in the top ten in terms of reserves/production of chromium, uranium, barite, lead, zinc, titanium, gold, silver, manganese, molybdenum, iron ore, bauxite, asbestos, bismuth, cadmium, magnesium, silicon.

Industrial production volume

The volume of metal ore production in 2023 amounted to 3.79 trillion tenge (-0.1% from 2022), metallurgical production — more than 8 trillion tenge (-0.2% from 2022).

Industrial production volume, billion tenge



Source: Bureau of National Statistics ASPR RK

Iron ore accounted for 13.8% of the metal ore production structure, and non-ferrous metal ores accounted for 86.2%.

70% of metal ore production is concentrated in Kostanay (21%), Abay (18%), Aktobe (18%), Pavlodar (13%) regions.

In the structure of metallurgical production, 32% accounted for ferrous metallurgy, 67.6% for the production of basic precious and non-ferrous metals.

The metallurgical industry is concentrated in Karaganda (24%), Pavlodar (16%) and East Kazakhstan (16%) regions.

The volume of production of the main metallurgical ores, thousand tons

Indicator	2017	2018	2019	2020	2021	2022	2023
Iron ores	18 009	20 116	21 992	39 017	38 917	33 847	47 583
Copper ores	95 009	105 219	123 107	120 139	123 554	138 934	147 325
Lead	111	87	56	30	30	30	45
Zinc	316	304	245	222	194	199	280
Manganese ores	1 460	1 427	1 142	814	1 249	349	908
Chrome ores	6 313	6 689	7 019	6 326	6 192	5 717	6 108

Source: Bureau of National Statistics ASPR RK

The volume of production of the main types of metallurgical products, tons

Indicator	2017	2018	2019	2020	2021	2022	2023
Ferroalloys	1 934 774	2 088 638	2 175 767	2 214 652	2 070 038	2 121 434	2 865 731
White tin and rolled sheet			60 264	58 874	56 150	82 768	43 855
Silver	1 042		1 008	1 016	983	998	895
Gold	85	100	107	117	115	130	133
Aluminum, aluminum oxide	1 771 697	1 751 472	1 671 129	1 664 949	1 594 033	1 599 682	1 684 656
Lead	149 129	152 767	132 669	128 014	118 787	118 465	101 497
Zinc	331 018	317 965	318 399	311 322	300 886	266 203	279 906
Copper	426 191	438 115	472 327	477 016	401 883	451 992	419 380

Source: Bureau of National Statistics ASPR RK

Export and import structure

The volume of exports of metallurgical products in 2023 amounted to

\$10.1 billion (-14% from 2022)

Main goods

43%
ferrous
metals



30%
copper



11%
precious
metals



Main countries

China		28%
Russian Federation		17%
Türkiye		9%
Uzbekistan		6%

The volume of imports of metallurgical products in 2023 amounted to

\$5.6 billion (+10% from 2022)

Main goods

48%
ferrous metal
products



31%
ferrous
metals



7%
precious
metals



Main countries

Russian Federation		62%
China		17%
Italy		2%

Higher education institutions

Rudny Industrial Institute, Kazakh-British Technical University, Karaganda Industrial University, Ekipastuz Engineering and Technical Institute, East-Kazakhstan Technical University, Karaganda Technical University, Yessenov University.

Operating enterprises, including foreign ones

978 enterprises operate in the field of metal ore mining, 176 of them with foreign capital. There are 492 enterprises in the metallurgical industry, 127 of them with foreign capital.

Interactive map of subsoil use:



Sectoral state programs

The concept of development of the manufacturing industry of the Republic of Kazakhstan for 2023-2029



The concept of development of the geological industry of the Republic of Kazakhstan for 2023-2027



Gross inflow of FDI into the industry

From 2005 to 2023, the gross inflow of FDI into mining and metallurgy amounted to \$67 billion.

An important initiative of Kazakhstan was the adoption of a new law On subsoil and subsoil use. The main innovations are:

1 The right of subsurface use is granted according to the principle of the first offer (the best world practice), i.e. the one who first submits an application for a subsoil area will receive a license for these areas within 10 days

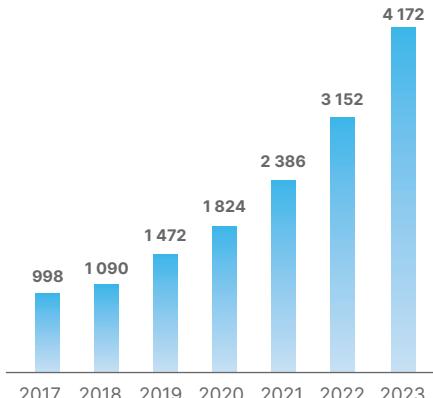
2 Open access to geological information online through the information system

3 Application of international standards for the evaluation of reserves CRIRSCO

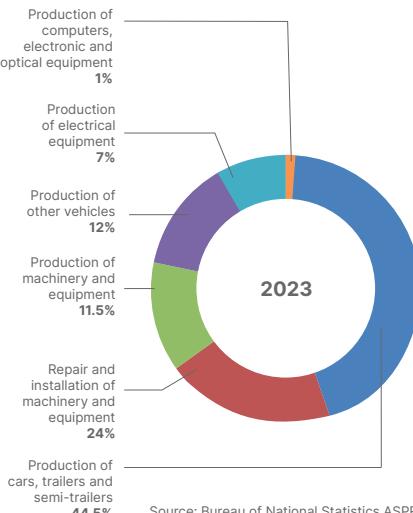
Mechanical engineering

Mechanical engineering is one of the dynamically developing industries in Kazakhstan. In 2023, the volume of production amounted to 4.2 trillion tenge (+25.4% from 2022). At the same time, the share of imports of machine-building products in the total imports of the country amounted to 44%.

The volume of production of mechanical engineering products, billion tenge



Structure of mechanical engineering in 2023



Source: Bureau of National Statistics ASPR RK

Source: Bureau of National Statistics ASPR

Regions with industry specialization

More than 70% of mechanical engineering is concentrated in Kostanay region (25%), Almaty (19%), Astana (9%), Akmola region (7%), Karaganda region (6%) and Pavlodar region (6%).

Export and import structure

The volume of exports of mechanical engineering products in 2023

\$4.2 billion (+3.5% from 2022)

Main goods

43%
telephones,
computers



28%
electrical
devices,
communication
equipment



14%
special
vehicles and
equipment



Main countries

Russian Federation		62%
Uzbekistan		12%
Kyrgyzstan		4%

The volume of imports of mechanical engineering products in 2023

\$27.1 billion (+32% from 2022)

Main goods

35%
mechanical
equipment and
machinery,
computers



21%
electrical
devices,
communication
equipment



29%
special
vehicles and
equipment



Main countries

China		28%
Russian Federation		18%
Germany		7%
USA		7%

Higher education institutions

Kazakh-British Technical University, Civil Aviation Academy, Atyrau Oil and Gas University, Rudny Industrial Institute, Karaganda Industrial University, Ekipastuz Engineering and Technical Institute, East-Kazakhstan Technical University.

Operating enterprises, including foreign ones

There are **4050** enterprises operating in the industry, **628** of them with foreign capital.

The sectoral state program is the Concept of the development of the manufacturing industry of the Republic of Kazakhstan for 2023-2029.

In the engineering industry, localization as a whole is a strategic direction, as it contributes to the achievement of economic and technological security and the country's independence from geopolitical and macroeconomic changes.

Learn more at:



Gross inflow of FDI into the industry

From 2005 to 2023, the gross inflow of FDI into the engineering industry amounted to \$4.1 billion.



Chemical industry

In the structure of production of the chemical industry of Kazakhstan, more than 60% is occupied by basic chemistry, 21% is agro chemistry (mineral fertilizers and pesticides), 10% is petrochemistry.

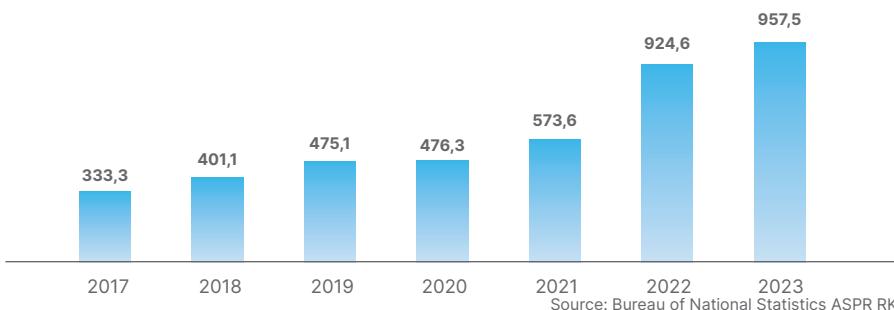
Availability of raw materials

The balance reserves of oil amount to 4.4 billion tons, gas – 3.8 trillion m³, coal – 34 billion tons, phosphorite - 260 million tons.

The volume of production in the industry

The volume of production in 2023

957.5 billion tenge (+3.6% from 2022)



Regions with industry specialization

More than 60% of production is concentrated in Zhambyl (30%), East Kazakhstan (21%), Aktobe (8%), Karaganda (8%) and Aksai (8%) regions.

Export and import structure

The volume of exports in 2023

\$5.5 billion (+17% from 2022)

Main goods

78%
inorganic chemistry

7%
plastics and products

5%
fertilizers

Main countries

Russian Federation  **42%**

China  **19%**

Canada  **14%**

The volume of imports in 2023

\$8.3 billion (-12% from 2022)

Main goods

25%
plastics and products

21%
pharmaceuticals

12%
rubber and rubber products

10%
other chemical products

Main countries

Russian Federation  **35%**

China  **17%**

Germany  **7%**

USA  **3%**

Higher education institutions

Al-Farabi Kazakh National University, West Kazakhstan Agrarian And Technical University, Innovative University of Eurasia, International Engineering Technological University, Karaganda Technical University, Yessenov University, Almaty Technological University

Operating enterprises, including foreign ones

There are 1093 enterprises operating in the industry, 197 of them with foreign capital.

The sectoral state program is the Concept of the development of the manufacturing industry of the Republic of Kazakhstan for 2023-2029.

Learn more at:



Gross inflow of FDI into the industry

From 2005 to 2023, the gross inflow of FDI into the chemical industry amounted to \$2.14 billion.

Light industry

Light industry is a complex industry that includes more than 20 sub-sectors, which can be grouped into three main groups: textile, clothing, and leather, fur, footwear.

There are favorable factors and prerequisites for the successful development of light industry in Kazakhstan – there is the production of natural raw materials - cotton fiber, wool and leather raw materials.

The volume of production in the industry

The volume of production in 2023 amounted to 211.3 billion tenge (+12.2% from 2022), most of it were textile goods.

The volume of production of light industry, billion tenge



Source: Bureau of National Statistics ASPR RK

Regions with industry specialization

Light industry is developing most actively in four regions: Turkestan and Akmola regions, and the cities of Shymkent and Almaty. The share of light industry in the Turkestan region is 25% of the total production of the Republic, in Shymkent - 16.3%, Almaty - 8.5%, Akmola region - 5.6%.

Export and import structure

The volume of exports of light industry products in 2023

\$352.6 million (+85% from 2022)

Main goods

42%
cotton and its products

17%
sewed clothing

11%
knitted clothing



Main countries

Russian Federation		41%
Latvia		13%
Türkiye		12%

The volume of imports of light industry products in 2023

\$5.5 billion (+76% from 2022)

Main goods

30%
knitted
clothing



24%
sewing
clothes



17%
shoes



10%
finished
textiles



Main countries

China		49%
Türkiye		20%
Russian Federation		16%

Higher education institutions

Rudny Industrial Institute, Shakarim University, Almaty Technological University, Kazakh University of Technology and Business, Auezov University.

Operating enterprises, including foreign ones

There are 1,404 enterprises operating in the industry, 133 of them with foreign capital.

The sectoral state program is the Concept of the development of the manufacturing industry of the Republic of Kazakhstan for 2023-2029.

In this industry, the main strategic focus should be the development of high added value productions through the establishment of commercial brands. In this aspect, it is necessary to focus on the development of marketing, design, distribution, as well as the production of finished products, national brands of clothing and footwear, which will increase the added value of products, expand the geography of exports, and also multiply the industry's share in the economy.

Gross inflow of FDI into the industry

Learn more at:



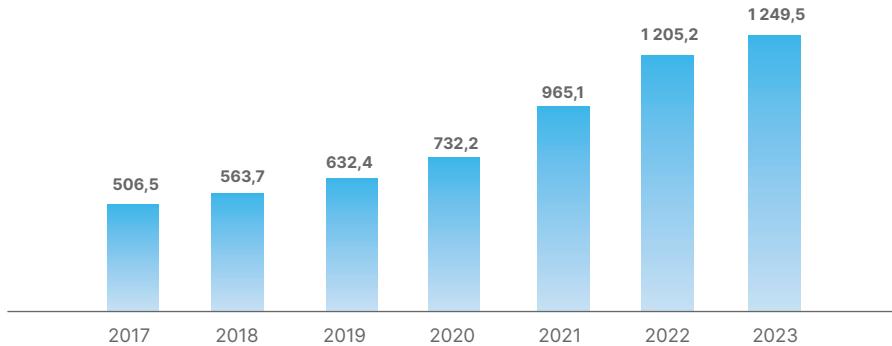
From 2005 to 2023, the gross inflow of FDI into the light industry amounted to \$103.1 million.



The production of building materials is an important steadily growing sector of the economy. The purpose of the development of the sector is to create conditions for the production of construction materials with high added value in Kazakhstan, taking into account the requirements of industrial construction and import substitution.

In 2023, the volume of construction work increased by 12% compared to 2022, to 17.5 million sq.m. Among the regions, the absolute leaders are Astana and Almaty, which account for 36% of the country's construction projects. Market growth in monetary terms amounted to 12.6% - to almost 6 trillion tenge. Since 2017, the production volume of construction materials has more than doubled, reaching 1.25 trillion tenge in 2023.

The volume of production of building materials, billion tenge



Source: Bureau of National Statistics ASPR RK

The volume of production of the main types of building materials

Building materials	2017	2018	2019	2020	2021	2022	2023
Refractory products, tons	150 524	160 363	121 171	111 715	209 251	232 404	261 726
Non-refractory ceramic bricks, thousand cubic meters	3 180	3 337	5 361	1 057	1 347	1 758	3 003,7
Cement clinkers, thousand tons	7 254	7 394	7 222	8 453	7 296	8 468	8 149,8
Portland cement (except white), thousand tons	9 398	9 858	10 268	10 962	12 313	12 099	12 153,2
Lime, tons	1 048 290	885 990	874 525	830 852	933 623	946 311	934 148
Gypsum, thousand tons	133	121	78	95	185	233	149,6
Concrete products for construction purposes, tons	6 398 722	6 578 584	6 674 514	8 079 529	9 084 463	9 479 078	8 555 608
Tiles, slabs, bricks and products, tons	4 199 566	4 431 715	4 385 589	4 929 739	5 785 022	5 941 759	5 873 787
Prefabricated concrete structures, tons	1 094 976	1 112 533	1 012 255	1 168 095	1 075 439	1 007 144	982 862
Drywall, sq.m	32 013 633	30 732 522	34 521 250	33 016 990	34 908 246	34 576 378	34 797 352
Commercial concrete, tons	19 134 541	18 890 776	19 622 480	22 426 114	23 256 743	21 726 168	19 306 905
Construction solutions, tons	716 318	699 713	773 294	1 129 897	1 631 538	1 612 195	1 893 724
Processed stone, tons	85 756	179 400	330 161	392 821	925 743	782 035	822 195
Slag wool, mineral wool, tons	35 966	40 011	49 465	59 748	87 040	84 499	90 973

Source: Bureau of National Statistics ASPR RK

Regions with industry specialization

The largest production volumes of building materials are in Astana (17%), Abay region (9%), Shymkent (9%) and Karaganda region (8%).

Export and import structure

The volume of exports of construction materials in 2023

\$78.9 million (+25% from 2022)

Main goods

43%
slag wool and vermiculite



18%
ceramic tiles and tiles facing



10%
gypsum products



Main countries

Russian Federation		56%
Kyrgyzstan		14%
Poland		10%

The volume of imports of construction materials in 2023

\$724 million (-5% from 2022)

Main goods

21%
ceramic tiles



16%
refractory products



9%
slag wool, mineral wool



7%
processed stone



6%
sanitaryware products



5%
building bricks



Main countries

Russian Federation		46%
China		18%
Uzbekistan		11%

Higher education institutions

Karaganda Industrial University, Karaganda Technical University, International Educational Corporation, East-Kazakhstan Technical University, West Kazakhstan University of Innovation and Technology.

Operating enterprises, including foreign ones

There are 2,804 enterprises operating in the construction materials industry, 255 of them with foreign capital.

The sectoral state program is the Concept of the development of the manufacturing industry of the Republic of Kazakhstan for 2023-2029.

For the construction materials industry, the development of products with higher added value is strategically important. These products include finishing materials: sanitaryware, ceramic tiles, linoleum, sheet glass, etc. This segment of the industry remains import-dependent. At the same time, it should be noted that maintaining the production of basic goods such as cement, ready-mixed concrete, wall materials (ceramic, sand-lime bricks) is important due to their primary use in the construction industry.

Learn more
at:



Gross inflow of FDI into the industry

From 2005 to 2023, the gross inflow of FDI into the construction industry amounted to \$13.7 billion.

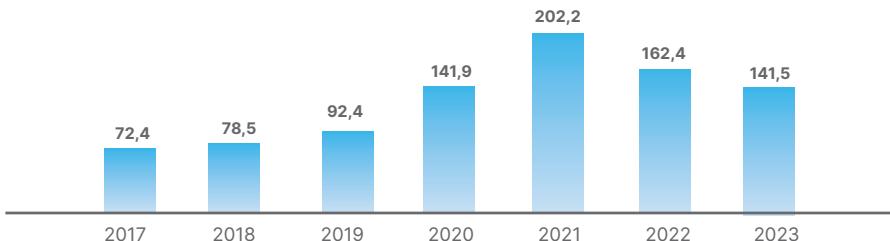
Pharmaceuticals

The pharmaceutical industry is one of the strategically important and high-tech sectors of the economy. Its activities have a significant impact on the healthcare sector, the level of employment of the population and the development of other industrial sectors, such as the chemical industry, biotechnology, agriculture and mechanical engineering, etc.

The volume of production in the industry

The volume of pharmaceutical production in 2023 **141.5 billion tenge** (-13% from 2022)

Production of basic pharmaceutical products and medicine, billion tenge



Source: Bureau of National Statistics ASPR RK

Regions with industry specialization

The main regions of pharmaceutical production: Shymkent - 36%, Almaty region - 29%, Almaty - 15% and Karaganda region - 12%.

Export and import structure

The volume of pharmaceutical exports in 2023 **\$53.3 million** (+35% from 2022)

Main goods

76%
medicines



23%
medical equipment



1%
blood for medical purposes



Main countries

Russian Federation 53.3%

Uzbekistan 25%

Kyrgyzstan 11.7%

The volume of imports of pharmaceutical products in 2023 amounted to

\$2.1 billion (+0.9% from 2021)

Main goods

69%
medicines



18%
medical equipment



12%
blood for medical purposes



Main countries

Germany		14%
China		8.7%
Russian Federation		7.4%

Higher education institutions

Karaganda Medical University, Asfendiyarov Kazakh National Medical University, Kazakh-Russian Medical University, Semey Medical University, West Kazakhstan Marat Ospanov Medical University, South Kazakhstan Medical Academy, Bolashaq Academy.

Operating enterprises, including foreign ones

There are 198 enterprises operating in the industry, 41 of them with foreign capital.

Sectoral state programs

The national project "High-quality and affordable healthcare for every citizen "Healthy Nation". Learn more at:



Comprehensive plan for the development of the pharmaceutical industry for 2020 – 2025. Learn more at:



Gross inflow of FDI into the industry

From 2005 to 2023, the gross inflow of FDI into the pharmaceutical industry amounted to \$447.7 million.



The renewable energy industry is one of the most promising and demanded.

Kazakhstan has a significant potential for the development of renewable energy.



wind power
1 820 billion
kWh/year



hydropower
62 billion
kWh/year



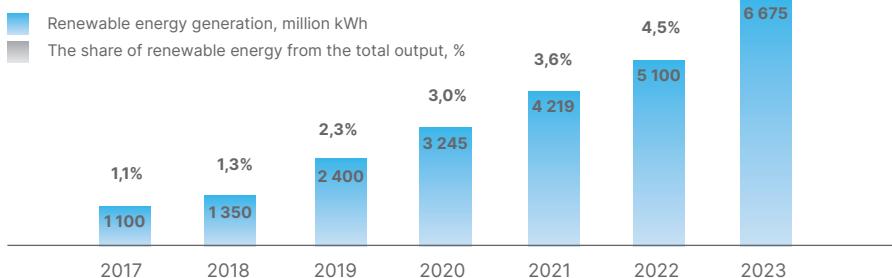
solar power
2,5 billion
kWh/year



geothermal power
4,3 GW

As of today, 148 renewable energy facilities have been installed in Kazakhstan (an increase of 5.7 times since 2013) with a capacity of 2,400 MW. As a result, the share of output in the total generation of the country has reached 4.5%.

Dynamics of output volume and share of RES



Renewable energy sources in Kazakhstan receive significant state support, including a PPA contract.

Guaranteed access to connection points	Guaranteed purchase of electric energy	Indexation of fixed tariffs and auction prices	Financial support in case of insolvency risks	Reimbursement of up to 30% of the costs of construction and installation work and purchase of equipment	Reimbursement of up to 50% of investments for the installation of small-scale renewable energy projects
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Regions

The distribution of projects across the regions of Kazakhstan directly depends on the climate potential. The most favorable climatic conditions for solar power plants are in the southern part of Kazakhstan, for wind power plants – the western and northern parts, for hydroelectric power plants – the eastern and southeastern parts.

Higher education institutions

Almaty University of Power Engineering and Telecommunications, Nazarbayev University, Eurasian National University, Al-Farabi Kazakh National University, Ekipastuz Engineering and Technical Institute, Eurasian Technological University.

The sectoral state program is a strategy for carbon-neutral transition of the Republic of Kazakhstan until 2060.

Learn more at:



SERVICE SECTOR



Kazakhstan is located in the heart of Eurasia, between Europe and China, which makes it a natural crossroads for the main transit corridors from east to west and from north to south.

13 transit corridors (5 railways, 8 automotive).

International communication



Highways

Total: 95 thousand km
(59 thousand miles)
86 thousand km
(54 thousand miles)
paved



Railways

Total: 16 thousand km
(10 thousand miles)
5,0 thousand km
(3,1 thousand miles)
of double-track lines
4,2 thousand km
(2,6 thousand miles)
of electrified tracks



Air communication

Total: 25 airports

- 18 ICAO certified
- 18 state-owned
- 7 privately owned

Main indicators of transport development

Cargo transported

980,7
million tons
+4,4% from 2022

Freight turnover

501,3
billion t-km
+3,1% from 2022

Passangers transported

1580
million passengers
+8,3% from 2022

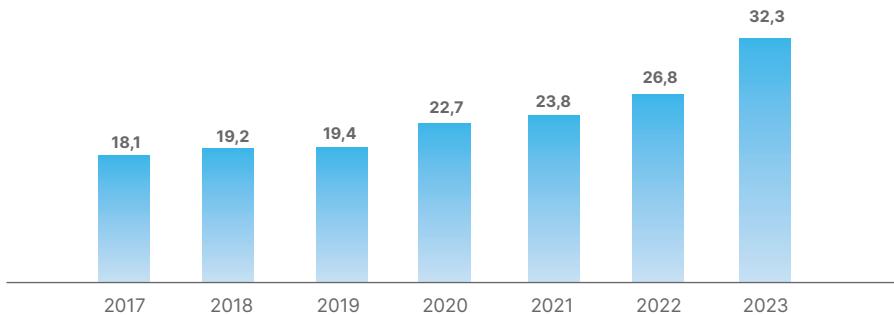
Passenger turnover

72,8
billion p-km
+10,3% from 2022

Transit communication

In 2023, the volume of transit cargo through the territory of Kazakhstan reached 32.3 million tons, an increase of 21%. Positive dynamics are observed in all directions.

Total volume of transit cargo, million tons



Source: Ministry of Transport of the Republic of Kazakhstan

Operating enterprises, including foreign ones

There are 16,930 enterprises operating in the transport and warehousing industry, 1,883 of them with foreign participation.

Higher education institutions

The Kazakh-German University, Civil Aviation Academy, Kazakh Automobile and Road Institute, Almaty Management University, Kostanay engineering and economics University.

The sectoral state program is a concept for the development of transport and logistics potential of the Republic of Kazakhstan until 2030

The document provides a vision for the development of all sectors of transport and covers issues of the development of railway, road, water, air transport, as well as logistics. The measures specified in the Concept will ensure accessible, safe and inclusive mobility, as well as strengthening the country's competitiveness and becoming a transit hub.

Learn more at:



Gross inflow of FDI into the industry

From 2005 to 2023, the gross inflow of FDI into the transport and warehousing industry amounted to \$11.1 billion.

Information and communication technologies

Kazakhstan is actively implementing digitalization in all sectors.

**28th place
in the world**

E-Government
Development Index
(UN)



UNITED NATIONS

1st place

among CIS countries and
landlocked developing
countries

**15th place
in the world**

By the E-Participation Index

The volume of IT services

The volume of IT services provided in 2023 amounted to 1.1 trillion tenge (+15% from 2022). By region:

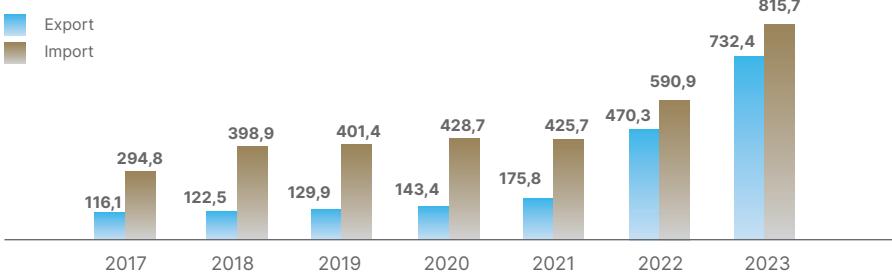
Almaty – 52.6%;

Astana – 36.5%.

In 2023, the share of Internet users (including mobile connectivity) among the population was 95.8%.

Export and import

Dynamics of exports and imports of telecommunications, computer and information services, USD million



Source: National Bank of the Republic of Kazakhstan

Structure of ICT services exports in 2023:

The volume
of exports
of ICT in 2023

\$732.4 billion (+55% from 2022)

- telecommunications services for \$150.5 million (+17% from 2022)
- IT services for \$529.1 million (+57% from 2022)
- information services for \$52.8 million (+574% from 2022)

Structure of import of ICT services in 2023:

The volume of imports of ICT in 2023

\$815.7 billion (+37,6% from 2022)

- telecommunications services for \$145.5 million (+21.7% from 2022)
- IT services for \$492.8 million (+35.1% from 2022)
- information services for \$177.8 million (+63.7% from 2022)

Higher education institutions

Nazarbayev University, Astana IT University, Kazakh-British Technical University, Eurasian National University, International University of Information Technology, Almaty Technological University.

Astana Hub

2023 became the starting point for the export of educational programs to Turkmenistan, Tajikistan, Russia, Armenia, Ukraine and Kyrgyzstan. As part of the Tech Orda program, implemented on the basis of the Astana Hub, 3 183 Kazakhstani received grants for training in leading IT schools. An agreement was signed to open an Apple Training Center based on the Astana Hub to teach Swift development.

400 billion tenge

total income of IT companies (Astana Hub participants) in 2023

The sectoral state program is the Concept of digital transformation, development of the information and communication technologies and cybersecurity industry for 2023-2029.

The Concept provides for additional measures aimed at strengthening the country's cybersecurity. In the area of cybersecurity development, the Concept reflects issues related to improving legal regulation, including increasing human capital and developing the domestic market for information and communication technologies.

Learn more at:



Gross inflow of FDI into the industry

From 2005 to 2023, the gross inflow of FDI into the IT and other information services industry amounted to \$984 million.



Tourism

Kazakhstan has a unique natural diversity, significant natural and recreational resources and objects of world cultural and historical heritage (6 objects are included in the list of UNESCO World Heritage Sites).

The following 10 priority tourist destinations in Kazakhstan are considered the most promising areas.

Top 10 tourism destinations in Kazakhstan



1
Lake Balkhash - with a potential of 400 thousand tourists per year



2
Turkestan development of historical and cultural tourism - with a potential of 1.5 million tourists per year



3
Mangystau - with a potential of 750 thousand tourists per year



4
Astana city - with a potential of 1 million tourists per year



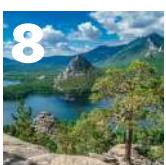
5
Baikonur cosmodrome - with a potential of 250 thousand to 500 thousand tourists per year



6
Lake Alakol - with a potential of 2.5 million tourists per year



7
Almaty mountains - with a potential of 2.5 million tourists per year



8
Burabay resort area - with a potential of 2 million tourists per year



9
Bayanaul resort area - with a potential of 450 thousand tourists per year



10
Imantau-Shalkar resort area - with a potential of 400 thousand tourists per year

Accommodation

The availability of places to stay play a key role in choosing a destination for a trip. Their sufficiency and level of service significantly affect the volume of tourist flow both within the country and from outside.

The number of places to stay in Kazakhstan in 2023 amounted to 3 992 (+1% from 2022).

Indicator	2017	2018	2019	2020	2021	2022	2023
Number of places to stay	2 987	3 322	3 592	3 514	3 686	3 970	3 992
Number of rooms	65 791	71 858	75 913	77 131	79 820	84 184	85 512
One-time capacity, beds	152 601	168 603	181 201	183 619	193 030	203 531	207 756

Source: Bureau of National Statistics ASPR RK

Higher education institutions

Almaty Management University, Kazakh University of Technology and Business, Kazakh Academy of Sports & Tourism, Al-Farabi Kazakh National University, Turan University, Eurasian National University.

Current placements, including foreign ones

There are 3 992 legal entities in tourism sector in Kazakhstan, 77 of them with foreign capital.

The sectoral state program is the Concept of development of the tourism industry of the Republic of Kazakhstan for 2023-2029

The Concept emphasises the need to deal with existing problems in the tourism industry, taking into account global trends and challenges. In the future, the state policy for the development of the tourism industry will continue as part of the development of engineering, communications and transport infrastructure in tourist areas. Investment attractiveness will be achieved through the use of incentive tools provided for the tourism industry, as well as strategic documents to support entrepreneurship.

Learn more at:



Gross inflow of FDI into the industry

From 2005 to 2023, the gross inflow of FDI into the tourism industry amounted to \$1.2 billion.

REGIONS OF KAZAKHSTAN



Astana

Administrative division:
5 districts

Territory, km²:
802

Population, people.:
1,295,711

Population density,
people/km²:
1 794.6

ECONOMIC INDICATORS:

Gross regional product,
billion ₸:
10,672.5

GRP per capita,
million ₸:
8.1

Share in Kazakhstan's
GDP, %:
10.3

Investments in
fixed assets, billion ₸:
1,462.5

Share in the
investments in fixed assets
of Kazakhstan, %:
9.6

Number of legal entities,
units:
94,407

Number of joint ventures
and foreign companies,
units:
10,858

Industrial production
volume, billion ₸:
1,972.4

Share in the total volume
of industrial products of the
Republic of Kazakhstan, %:
4.0

Gross output
in agriculture, billion ₸:
3,199.8

External trade
turnover of the region,
million \$:
14,642.7

Volume of regional
exports, million \$:
8,919.2

Volume of regional
imports, million \$:
5,723.5

Number of employed
population, thousand
people.:
625.5

SPECIALIZATION:

Trade
22.4%

Professional,
scientific and
technical activities
9.6%

Manufacturing
8.2%



Almaty

Administrative division:

8 districts

Territory, km²:

682

Population, people:

2,101,485

Population density,
people/km²:

3081.4

ECONOMIC INDICATORS:

Gross regional product,
billion ₽:

19,154.5

GRP per capita, million ₽:

9.0

Share in Kazakhstan's
GDP, %:

18.5

Investments in fixed
assets, billion ₽:

1,408

Share of the investments
in fixed assets of
Kazakhstan, %:

9.2

Number of legal entities,
units

140,424

Number of joint ventures
and foreign companies,
units:

24,079

Industrial production
volume, billion ₽:

1 763.7

Share in the total volume
of industrial products
of the Republic of
Kazakhstan, %:

3.6

Gross output in
agriculture, million ₽:

5,559.8

External trade turnover
of the region, million \$:

27,752.8

Volume of regional
exports, million \$:

6,113.7

Volume of regional
imports, million \$:

21,639.1

Number of employed
population, thousand
people:

998

SPECIALIZATION:

Trade

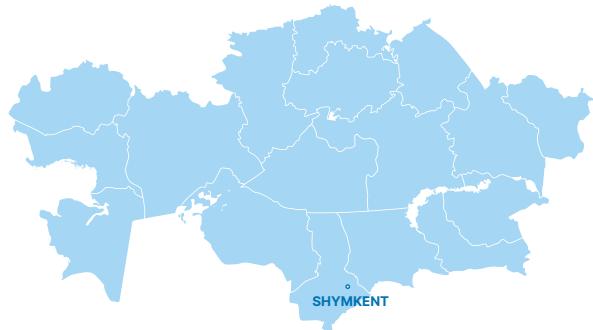
33%

Real estate transactions

10%

Financial and insurance
activities

9.2%



Shymkent

Administrative division:

5 districts

Territory, km²:

1,170

Population, people:

1,162,308

Population density,
people/km²:

993.4

ECONOMIC INDICATORS:

Gross regional product,
billion ₽:

3,294.4

GRP per capita,
million ₽:

2.8

Share in Kazakhstan's
GDP, %:

3.2

Investments in fixed
assets, billion ₽:

549.6

Share of the
investments in fixed
assets of Kazakhstan,
%:

3.6

Number of legal
entities, units

27,004

Number of joint
ventures and foreign
companies, units:

1,791

Industrial production
volume, billion ₽:

967.3

Share in the
total volume of
industrial products
of the Republic of
Kazakhstan, %:

2.0

Gross output in
agriculture, million ₽:

44,104.9

External trade turnover
of the region, million \$:

2,570.5

Volume of regional
exports, million \$:

840.1

Volume of regional
imports, million \$:

1,730.4

Number of employed
population, thousand
people:

426.1

SPECIALIZATION:

Trade

23.6%

Manufacturing

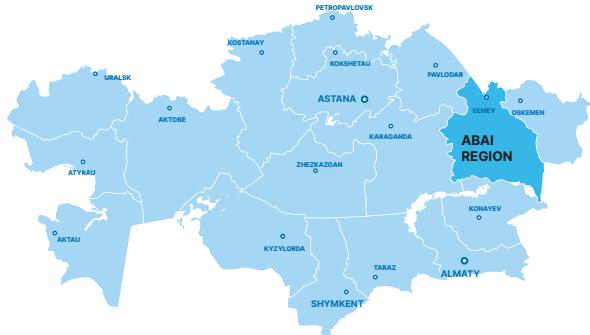
20.5%

Real estate
transactions

9.4%

Education

7%



Abai region

Administrative center:

Semey

Territory, km²:

185,500

Major cities:

Semey,
Ayagoz,
Kurchatov

Population, people:

611,888

Population density,
people/km²:

3.3

ECONOMIC INDICATORS:

Gross regional product,
billion ₮:

2,383.8

GRP per capita, million ₮:

3.9

Share in Kazakhstan's
GDP, %:

2.3

Investments in fixed
assets, billion ₮:

414.5

Share of the investments
in fixed assets of
Kazakhstan, %:

2.7

Number of legal entities,
units

8,029

Number of joint ventures
and foreign companies,
units:

291

Industrial production
volume, billion ₮:

1,225.9

Share in the total volume
of industrial products
of the Republic of
Kazakhstan, %:

2.5

Gross output in
agriculture, million ₮:

489,217.2

External trade turnover
of the region, million \$:

1,385.4

Volume of regional
exports, million \$:

869.6

Volume of regional
imports, million \$:

515.8

Number of employed
population, thousand
people:

287.1

SPECIALIZATION:

Mining industry

18%

Manufacturing industry

13.6%

Agriculture

11.5%



Akmola region

Administrative center:

Kokshetau

Territory, km²:

146,219

Major cities:

Kokshetau, Stepnogorsk, Atbasar

Population, people:

785,708

Population density, people/km²:

5.4

ECONOMIC INDICATORS:

Gross regional product, billion ₮:

3,484.6

GRP per capita, million ₮:

4.4

Share in Kazakhstan's GDP, %:

3.4

Investments in fixed assets, billion ₮:

580

Share of the investments in fixed assets of Kazakhstan, %:

3.8

Number of legal entities, units

15,022

Number of joint ventures and foreign companies, units:

770

Industrial production volume, billion ₮:

1,515

Share in the total volume of industrial products of the Republic of Kazakhstan, %:

3.1

Gross output in agriculture, million ₮:

1,096,630.8

External trade turnover of the region, million \$:

1,512.9

Volume of regional exports, million \$:

628.5

Volume of regional imports, million \$:

884.4

Number of employed population, thousand people:

421.4

Specialization:

Manufacturing industry

22%

Agriculture

20.3%



Aktobe region

Administrative center:

Aktobe

Territory, km²:

300,629

Major cities:

**Aktobe,
Kandyagash,
Khromtau,
Shalkar, Emba**

Population, people:

916,750

Population density,
people/km²:

3.0

ECONOMIC INDICATORS:

Gross regional product,
billion ₮:

4,417

GRP per capita, million ₮:

4.8

Share in Kazakhstan's
GDP, %:

4.3

Investments in fixed
assets, billion ₮:

960

Share of the investments
in fixed assets of
Kazakhstan, %:

6.3

Number of legal entities,
units

19,769

Number of joint ventures
and foreign companies,
units:

1,279

Industrial production
volume, billion ₮:

2,827.3

Share in the total volume
of industrial products
of the Republic of
Kazakhstan, %:

5.8

Gross output in
agriculture, million ₮:

457,834.1

External trade turnover
of the region, million \$:

4,948.7

Volume of regional
exports, million \$:

3,584.2

Volume of regional
imports, million \$:

1,364.5

Number of employed
population, thousand
people:

424.7

SPECIALIZATION:

Mining industry

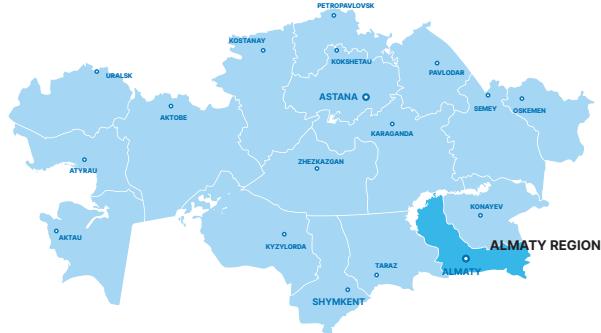
19.5%

Manufacturing industry

17.5%

Transport and
warehousing

8.7%



Almaty region

Administrative center:

Konaev

Territory, km²:

105,263

Major cities:

**Kaskelen,
Talgar, Konaev,
Esik**

Population, people:

1,478,496

Population density,
people/km²:

14

ECONOMIC INDICATORS:

Gross regional product, billion ₮:

4,267.7

GRP per capita,
million ₮:

2.9

Share in Kazakhstan's
GDP, %:

4.1

Investments in fixed
assets, billion ₮:

613.9

Share of the
investments in fixed
assets of Kazakhstan,
%:

4

Number of legal
entities, units

18,803

Number of joint
ventures and foreign
companies, units:

1,024

Industrial production
volume, billion ₮:

1,651.7

Share in the
total volume of
industrial products
of the Republic of
Kazakhstan, %:

3.4

Gross output in
agriculture, million ₮:

773,787.7

External trade
turnover of the region,
million \$: **3,041**

Volume of regional
exports, million \$:
544.6

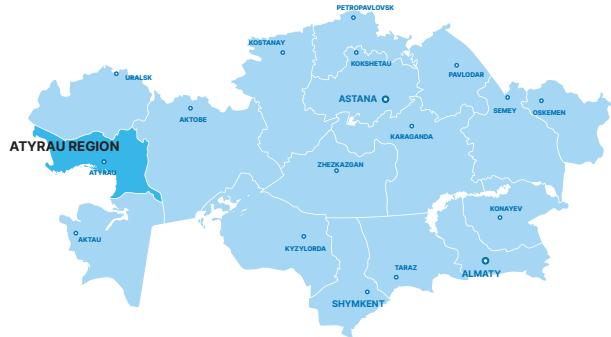
Volume of regional
imports, million \$:
2,496.4

Number of employed
population, thousand
people:
697.7

SPECIALIZATION:

Manufacturing
industry
28%

Agriculture
10.6%



Atyrau region

Administrative center:

Atyrau

Territory, km²:

118,637

Major cities:

Atyrau, Kulsary

Population, people:

681,241

Population density,
people/km²:

5.7

ECONOMIC INDICATORS:

Gross regional product,
billion ₮:

13,725.4

GRP per capita, million ₮:

20.0

Share in Kazakhstan's
GDP, %:

13.2

Investments in fixed
assets, billion ₮:

3,003.5

Share of the investments
in fixed assets of
Kazakhstan, %:

19.7

Number of legal entities,
units

14,163

Number of joint ventures
and foreign companies,
units:

1,385

Industrial production
volume, billion ₮:

13,341.7

Share in the total volume
of industrial products
of the Republic of
Kazakhstan, %:

27.4

Gross output in
agriculture, million ₮:

137,166.6

External trade turnover
of the region, million \$:

33,841.3

Volume of regional
exports, million \$:

32,593.1

Volume of regional
imports, million \$:

1,248.2

Number of employed
population, thousand
people:

326.7

SPECIALIZATION:

Mining industry

48.2%



East Kazakhstan region

Administrative center:

Ust-Kamenogorsk

Territory, km²:

97,726

Major cities:

Ust-Kamenogorsk, Ridder

Population, people:

732,966

Population density, people/km²:

7.5

ECONOMIC INDICATORS:

Gross regional product, billion ₮:

3,916.8

GRP per capita, million ₮:

5.4

Share in Kazakhstan's GDP, %:

3.8

Investments in fixed assets, billion ₮:

555.3

Share of the investments in fixed assets of Kazakhstan, %:

3.6

Number of legal entities, units

14,996

Number of joint ventures and foreign companies, units:

1,065

Industrial production volume, billion ₮:

2,217.7

Share in the total volume of industrial products of the Republic of Kazakhstan, %:

4.5

Gross output in agriculture, million ₮:

549,666.6

External trade turnover of the region, million \$:

5,472.1

Volume of regional exports, million \$:

3,000.1

Volume of regional imports, million \$:

2,472

Number of employed population, thousand people:

366.5

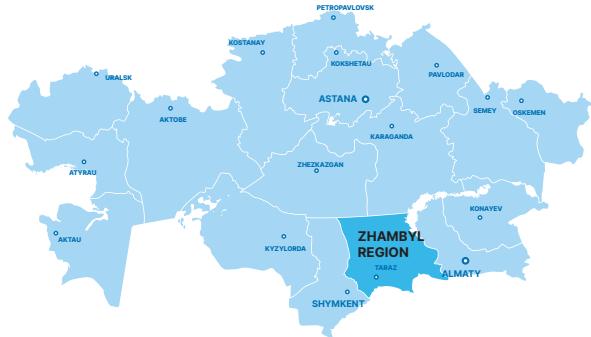
SPECIALIZATION:

Manufacturing industry

27.4%

Agriculture

7.8%



Zhambyl region

Administrative center:

Taraz

Territory, km²:

144,264

Major cities:

**Taraz,
Zhanatas,
Karatau**

Population, people:

1,209,665

Population density,
people/km²:

8.4

ECONOMIC INDICATORS:

Gross regional product,
billion ₮:

2,685.5

GRP per capita, million ₮:

2.2

Share in Kazakhstan's
GDP, %:

2.6

Investments in fixed
assets, billion ₮:

428.5

Share of the investments
in fixed assets of
Kazakhstan, %:

2.8

Number of legal entities,
units

15,032

Number of joint ventures
and foreign companies,
units:

2,068

Industrial production
volume, billion ₮:

881.4

Share in the total volume
of industrial products
of the Republic of
Kazakhstan, %:

1.8

Gross output in
agriculture, million ₮:

580,663.1

External trade turnover
of the region, million \$:

744.4

Volume of regional
exports, million \$:

255.1

Volume of regional
imports, million \$:

489.3

Number of employed
population, thousand
people:

539.5

SPECIALIZATION:

Transport and
warehousing

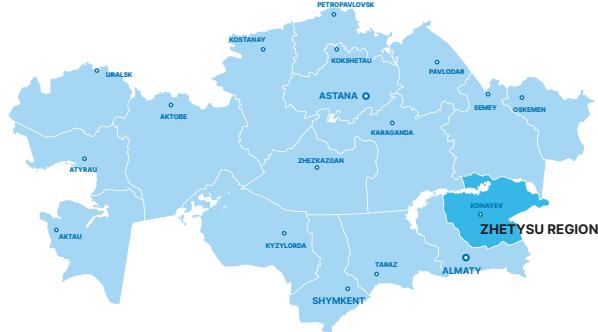
18%

Manufacturing

11.5%

Agriculture

10.6%



Zhetysu region

Administrative center:

Taldykorgan

Territory, km²:

118,500

Major cities:

Taldykorgan, Tekeli

Population, people:

698,757

Population density, people/km²:

5.9

ECONOMIC INDICATORS:

Gross regional product, billion ₮:

1,426,9

GRP per capita, million ₮:

2.0

Share in Kazakhstan's GDP, %:

1.4

Investments in fixed assets, billion ₮:

292

Share of the investments in fixed assets of Kazakhstan, %:

1.9

Number of legal entities, units

7,981

Number of joint ventures and foreign companies, units:

245

Industrial production volume, billion ₮:

297.4

Share in the total volume of industrial products of the Republic of Kazakhstan, %:

0.6

Gross output in agriculture, million ₮:

502,645.5

External trade turnover of the region, million \$:

2,053,9

Volume of regional exports, million \$:

138.2

Volume of regional imports, million \$:

1,915.7

Number of employed population, thousand people:

319.7

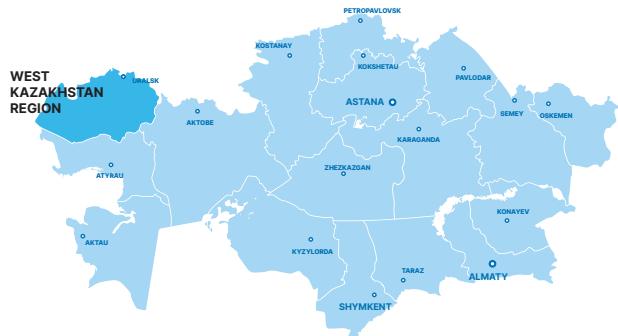
SPECIALIZATION:

Agriculture

20.6%

Manufacturing

11.9%



West Kazakhstan region

Administrative center:

Uralsk

Territory, km²:

151,339

Major cities:

Uralsk, Aksai

Population, people:

683,327

Population density,
people/km²:

4.5

ECONOMIC INDICATORS:

Gross regional product,
billion ₮:

4,435,1

GRP per capita, million ₮:

6.5

Share in Kazakhstan's
GDP, %:

4.3

Investments in fixed
assets, billion ₮:

537.9

Share of the investments
in fixed assets of
Kazakhstan, %:

3.5

Number of legal entities,
units

12,345

Number of joint ventures
and foreign companies,
units:

1,249

Industrial production
volume, billion ₮:

3,925

Share in the total volume
of industrial products
of the Republic of
Kazakhstan, %:

8.0

Gross output in
agriculture, million ₮:

300,486.4

External trade turnover
of the region, million \$:

8,925.6

Volume of regional
exports, million \$:

7,794.7

Volume of regional
imports, million \$:

1,130.9

Number of employed
population, thousand
people:

330.9

SPECIALIZATION:

Mining industry

45.7

Transportation and
warehousing

5.3%



Karaganda region

Administrative center:

Karaganda

Territory, km²:

239,045

Major cities:

Karaganda,
Temirtau,
Balkhash

Population, people:

1,134,966

Population density,
people/km²:

4.7

ECONOMIC INDICATORS:

Gross regional product,
billion ₮:

7,278.1

GRP per capita, million ₮:

6.4

Share in Kazakhstan's
GDP, %:

7.0

Investments in fixed
assets, billion ₮:

724.9

Share of the investments
in fixed assets of
Kazakhstan, %:

4.8

Number of legal entities,
units

28,441

Number of joint ventures
and foreign companies,
units:

2,017

Industrial production
volume, billion ₮:

3,865.4

Share in the total volume
of industrial products
of the Republic of
Kazakhstan, %:

7.9

Gross output in
agriculture, million ₮:

481,309.9

External trade turnover
of the region, million \$:

5,871.6

Volume of regional
exports, million \$:

3,534.3

Volume of regional
imports, million \$:

2,337.3

Number of employed
population, thousand
people:

534.8

SPECIALIZATION:

Manufacturing industry

34.5%

Mining industry

9.1%



Kostanay region

Administrative center:

Kostanay

Territory, km²:

196,001

Major cities:

Kostanay, Rudny, Lisakovsk, Zhitikara, Arkalyk

Population, people:

835,686

Population density, people/km²:

4.3

ECONOMIC INDICATORS:

Gross regional product, billion ₮:

4,182.1

GRP per capita, million ₮:

5.0

Share in Kazakhstan's GDP, %:

4.0

Investments in fixed assets, billion ₮:

492.1

Share of the investments in fixed assets of Kazakhstan, %:

3.2

Number of legal entities, units

14,675

Number of joint ventures and foreign companies, units:

1,544

Industrial production volume, billion ₮:

2,470

Share in the total volume of industrial products of the Republic of Kazakhstan, %:

5.1

Gross output in agriculture, million ₮:

1,021,480.9

External trade turnover of the region, million \$:

4,302

Volume of regional exports, million \$:

1,676.7

Volume of regional imports, million \$:

2,625.3

Number of employed population, thousand people:

453.8

SPECIALIZATION:

Manufacturing industry

24.5%

Agriculture

14.7%

Mining industry

7.7%



Kyzylorda region

Administrative center:

Kyzylorda

Territory, km²:

251,971

Major cities:

Kyzylorda,
Baikonur, Aralsk

Population, people:

823,251

Population density,
people/km²:

3.3

ECONOMIC INDICATORS:

Gross regional product,
billion ₮:

2,417.4

GRP per capita, million ₮:

2.9

Share in Kazakhstan's
GDP, %:

2.3

Investments in fixed
assets, billion ₮:

413.3

Share of the investments
in fixed assets of
Kazakhstan, %:

2.7

Number of legal entities,
units

11,270

Number of joint ventures
and foreign companies,
units:

195

Industrial production
volume, billion ₮:

978

Share in the total volume
of industrial products
of the Republic of
Kazakhstan, %:

2.0

Gross output in
agriculture, million ₮:

190,331.9

External trade turnover
of the region, million \$:

865.9

Volume of regional
exports, million \$:

678.9

Volume of regional
imports, million \$:

187.0

Number of employed
population, thousand
people:

330.1

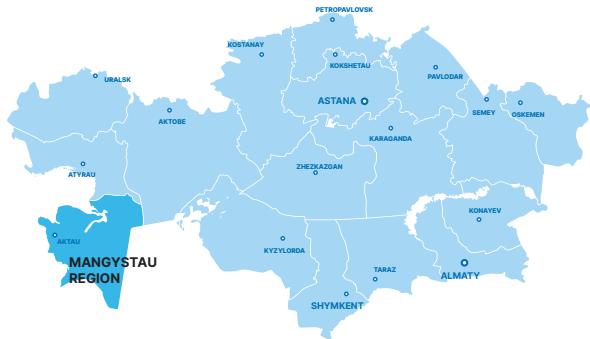
SPECIALIZATION:

Mining industry

20.6%

Transport and
warehousing

14%



Mangystau region

Administrative center:

Aktau

Territory, km²:

165,642

Major cities:

Aktau, Zhanaozen

Population, people:

745,909

Population density,
people/km²:

4.5

ECONOMIC INDICATORS:

Gross regional product,
billion ₮:

4,401.2

GRP per capita, million ₮:

5.8

Share in Kazakhstan's
GDP, %:

4.2

Investments in fixed
assets, billion ₮:

785.8

Share of the investments
in fixed assets of
Kazakhstan, %:

5.2

Number of legal entities,
units

16,407

Number of joint ventures
and foreign companies,
units:

1,405

Industrial production
volume, billion ₮:

3,182.6

Share in the total volume
of industrial products
of the Republic of
Kazakhstan, %:

6.5

Gross output in
agriculture, million ₮:

29,939

External trade turnover
of the region, million \$:

4,846

Volume of regional
exports, million \$:

4,278.8

Volume of regional
imports, million \$:

567.2

Number of employed
population, thousand
people:

332.7

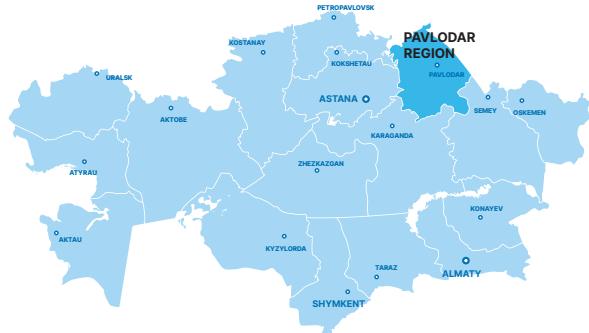
SPECIALIZATION:

Mining

43.4

Transportation and
warehousing

7.6%



Pavlodar region

Administrative center:

Pavlodar

Territory, km²:

124,755

Major cities:

Pavlodar, Ekibastuz, Aksu

Population, people:

756,511

Population density, people/km²:

6.1

ECONOMIC INDICATORS:

Gross regional product, billion ₮:

4,296.9

GRP per capita, million ₮:

5.7

Share in Kazakhstan's GDP, %:

4.1

Investments in fixed assets, billion ₮:

742.8

Share of the investments in fixed assets of Kazakhstan, %:

4.9

Number of legal entities, units

17,562

Number of joint ventures and foreign companies, units:

1,188

Industrial production volume, billion ₮:

3,230.5

Share in the total volume of industrial products of the Republic of Kazakhstan, %:

6.6

Gross output in agriculture, million ₮:

518,487.8

External trade turnover of the region, million \$:

5,661.3

Volume of regional exports, million \$:

4,407.5

Volume of regional imports, million \$:

1,253.8

Number of employed population, thousand people:

384.2

SPECIALIZATION:

Manufacturing industry

29.8%;

Mining industry

9.1%;

Transport and warehousing

8.8%



North Kazakhstan region

Administrative center:

Petropavlovsk

Territory, km²:

97,993

Major cities:

Petropavlovsk, Tayynsha, Sergeevka, Bulayev, Mamlyutka

Population, people:

539,111

Population density, people/km²:

5.5

ECONOMIC INDICATORS:

Gross regional product, billion ₮:

2,198.9

GRP per capita, million ₮:

4.1

Share in Kazakhstan's GDP, %:

2.0

Investments in fixed assets, billion ₮:

368.5

Share of the investments in fixed assets of Kazakhstan, %:

2.4

Number of legal entities, units

11,176

Number of joint ventures and foreign companies, units:

1,006

Industrial production volume, billion ₮:

519.7

Share in the total volume of industrial products of the Republic of Kazakhstan, %:

1.1

Gross output in agriculture, million ₮:

1,176,951

External trade turnover of the region, million \$:

1,179.7

Volume of regional exports, million \$:

472.1

Volume of regional imports, million \$:

707.6

Number of employed population, thousand people:

279.1

SPECIALIZATION:

Agriculture

28.1%

Manufacturing

13.1%



Turkestan region

Administrative center:

Turkestan

Territory, km²:

116,280

Major cities:

Turkestan, Kentau, Arys, Saryagash, Shardara

Population, people:

2,088,510

Population density, people/km²:

18

ECONOMIC INDICATORS:

Gross regional product, billion ₮:

3,517.3

GRP per capita, million ₮:

1.7

Share in Kazakhstan's GDP, %:

3.4

Investments in fixed assets, billion ₮:

742.6

Share of the investments in fixed assets of Kazakhstan, %:

4.9

Number of legal entities, units

16,825

Number of joint ventures and foreign companies, units:

288

Industrial production volume, billion ₮:

908

Share in the total volume of industrial products of the Republic of Kazakhstan, %:

1.9

Gross output in agriculture, million ₮:

1,057,805.1

External trade turnover of the region, million \$:

1,522.6

Volume of regional exports, million \$:

958.8

Volume of regional imports, million \$:

563.8

Number of employed population, thousand people:

792.2

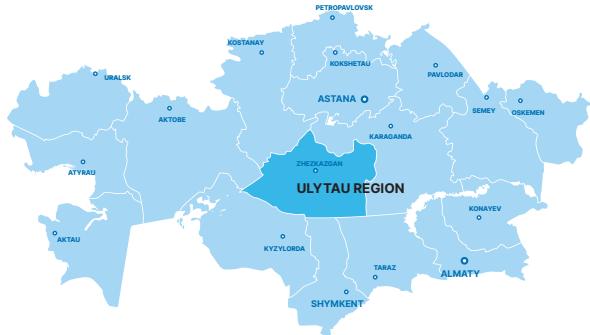
SPECIALIZATION:

Agriculture

15.6%

Mining

9.6%



Ulytau region

Administrative center:

Zhezkazgan

Territory, km²:

188,937

Major cities:

**Zhezkazgan,
Satpayev,
Karazhal**

Population, people:

220,913

Population density,
people/km²:

1.2

ECONOMIC INDICATORS:

Gross regional product,
billion ₮:

1,609.7

GRP per capita, million ₮:

7.3

Share in Kazakhstan's
GDP, %:

1.6

Investments in fixed
assets, billion ₮:

175.5

Share of the investments
in fixed assets of
Kazakhstan, %:

1.2

Number of legal entities,
units

2,907

Number of joint ventures
and foreign companies,
units:

71

Industrial production
volume, billion ₮:

1,036.5

Share in the total volume
of industrial products
of the Republic of
Kazakhstan, %:

2.1

Gross output in
agriculture, million ₮:

103,734.20

External trade turnover
of the region, million \$:

3,297.1

Volume of regional
exports, million \$:

3,105.8

Volume of regional
imports, million \$:

191.3

Number of employed
population, thousand
people:

100.9

SPECIALIZATION:

Manufacturing industry
32.9%

Mining industry
31.5%

CONTACT INFORMATION

Ministry of Foreign Affairs gov.kz/memleket/entities/mfa	Investment committee of the Ministry of Foreign Affairs Astana, Mangilik El, 55/21, block C4.2 gov.kz/memleket/entities/invest
JSC "National Company "KAZAKH INVEST" Astana, Mangilik El, 55/20, block C4.1 invest.gov.kz	Investor Hotline +7 7172 620 620
Ministry of Trade and Integration Astana, Mangilik El, 8, 7 entrance gov.kz/memleket/entities/mti	Ministry of Agriculture Astana, Mangilik El, 8, 3 entrance gov.kz/memleket/entities/moa
Ministry of Industry and Construction Astana, Kabanbai batyr, 32/1 gov.kz/memleket/entities/miidi	Ministry of Healthcare Astana, Mangilik El, 8, 5 entrance gov.kz/memleket/entities/dsm
Ministry of Energy Astana, Kabanbai batyr, 19, block A gov.kz/memleket/entities/energo	Baiterek National Managing Holding JSC Astana, Mangilik El, 55A baiterek.gov.kz
Samruk-Kazyna JSC Astana, Syganak str., 17/10 sk.kz	Development Bank of Kazakhstan JSC Astana, Mangilik El, 55A kdb.kz
Agrarian Credit Corporation JSC Astana, Imanova str., 11 agrocredit.kz	KazAgroFinance JSC Astana, Kenesary str., 51 kaf.kz
DAMU Entrepreneurship Development Fund JSC Almaty, 111 Gogol str. damu.kz	Atameken National Chamber of Entrepreneurs of the Republic of Kazakhstan Astana, Kabanbai batyr, 19 atameken.kz
Industrial Development Fund JSC Astana, Mangilik El, 55A idfrk.kz	QazTrade Center for the Development of Trade Policy JSC Astana, Mangilik El, 8 qaztrade.org.kz
QazIndustry Kazakhstan Center of Industry and Export JSC Astana, Kabanbai batyr, 19, block E qazindustry.gov.kz	KazakhExport Export Insurance Company JSC Astana, Mangilik El, 55A kazakhexport.kz
Qazaqstan Investment Corporation JSC Astana, Mangilik El, 55A qic.kz	Kazakhstan Investment Development Fund Astana, Mangilik El, 55/15, block C2.3 kidf.kz
The Astana International Financial Center Astana, Mangilik El, 55/18, block C3.3 aifc.kz	Astana Hub Astana, Mangilik El, 55/8, block C4.6 astanahub.com

INVESTOR'S PATH

Kazakh Invest - one-stop shop for investors

**NATIONAL DIGITAL
INVESTMENT
PLATFORM**



ATTRACTING
AN INVESTOR

IMPLEMENTATION
OF A PROJECT

PROJECT
SUPPORT

Investment Promotion Council - Projects Problem Solving

Registration of legal entity

In accordance with the legislation
of the Republic of Kazakhstan
(Ministry of Justice)

In accordance with **Astana
International Finance Centre** law

Special legal regime (**AIFC**)

Customs tariffs

Obtaining of preliminary decision
on assignment of HS Code for large
production lines (**State Revenue
Committee**)

Conclusion of Investment Contract
(Investment Committee of the MFA)



Land plot

Preliminary approval of a chosen land plot (**Akimat**)

Conclusion of investment contract (**Investment Committee of the MFA**)

Criteria: no more than 30% of the investment amount **or**

Obtaining a land plot as a member of Special/ Industrial/Small Industrial
Zones (Ministry of Industry and Construction)

Tax incentives

Conclusion of a comprehensive non-departmental inspection (accredited organizations)

Conclusion of Investment contract (Investment Committee of the MFA)
Критерии: сумма инвестиции более 10 млн. долл. США

Criteria: amount of Investments from 2 million monthly calculation index

Fast-track

Expedited and simplified completion of necessary procedures

Reduced time required for obtaining permits and reduced number of approvals from government authorities (**Investment Committee of the MFA**)

Criteria: amount of investments more than 10 million USD



Investment Agreement

Tax incentives

Stability of legislation

Criteria: amount of investment from 7,5 million monthly calculation index



Prosecutor's filter

Project support by the Prosecutor's General Office Representatives

Restrictive measures towards investors have to be approved (**The Prosecutor's General Office**)

**INVESTOR'S
GUIDE:**



GROW YOUR
BUSINESS

INVEST IN
KAZAKHSTAN



INVESTMENT COMMITTEE
OF THE MINISTRY OF FOREIGN AFFAIRS
OF THE REPUBLIC OF KAZAKHSTAN



KAZAKH INVEST
NATIONAL COMPANY

