



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

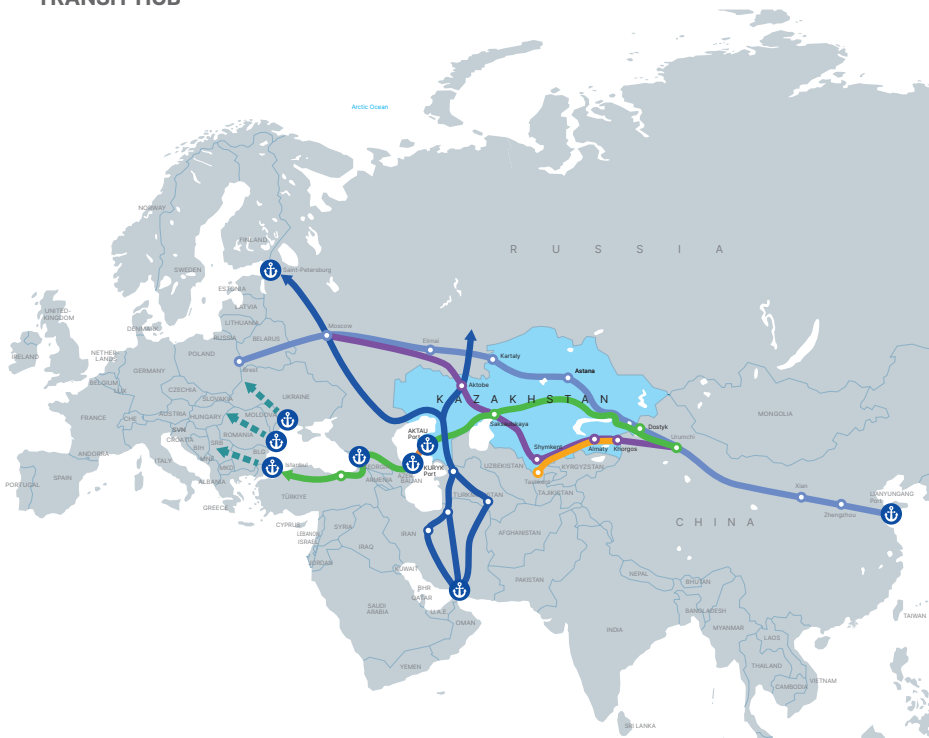
Reasons to invest in Kazakhstan

1. Strategic location and access to major markets



Kazakhstan plays a strategic role, connecting the West and the East

TRANSIT HUB



- Trans-Caspian International Transport Route
- International Railway Corridor "China-Europe"
- "China-Central Asia" Corridor
- "North-South" Corridor
- "Western Europe-Western China" Highway



5

transit corridors

16

thousands km
of railways

135

thousands
freight wagons

27

interstate border
checkpoints

8

transit corridors

95

thousands km
of roads

2

sea ports
(Aktau, Kuryk)

27

million tonnes
throughputCargo warehouse
and terminalContainer
handling

25

airports

18

ICAO certified

18

state-owned

7

privately owned

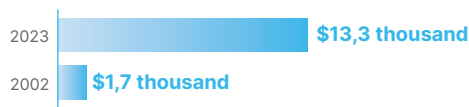
2. Economic stability

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

FitchRatings

BBB stable
outlook

3. Rule of law and protection of business rights

Kazakhstan has signed 49 bilateral and 1 multilateral (EAEU) 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 |
|---|---|--|--|

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 | Investment contract for priority projects | 35 industrial 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 plot• Simplified procedure for attracting foreign workforce• Ready infrastructure | 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 | <ul style="list-style-type: none">• Available infrastructure• No industry restrictions |

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 |

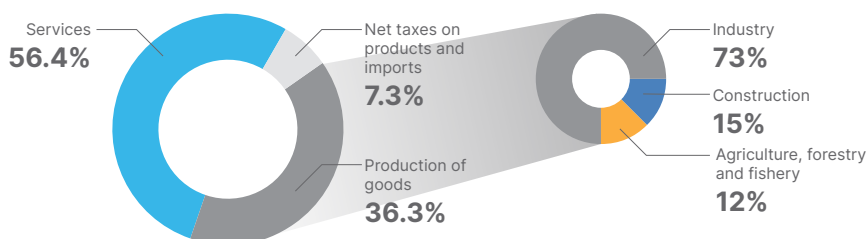
Sources: Bureau of National Statistics ASPR RK, National Bank of the Republic of Kazakhstan

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.

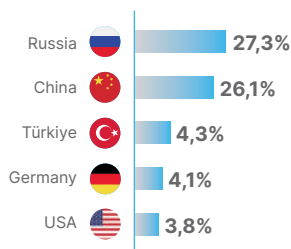
The structure of GDP in 2023



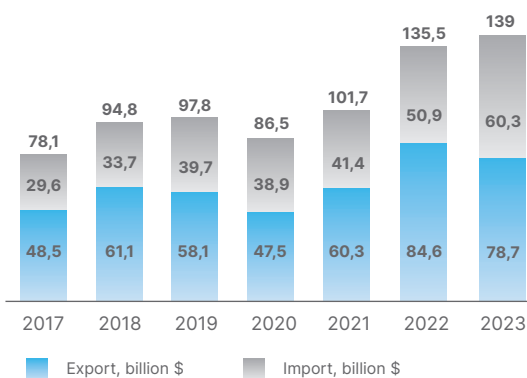
Source: Bureau of National Statistics ASPR RK

Foreign trade

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

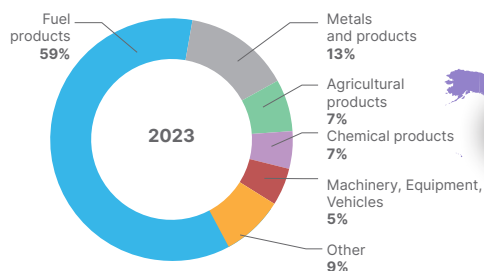


Export and import structure in 2023



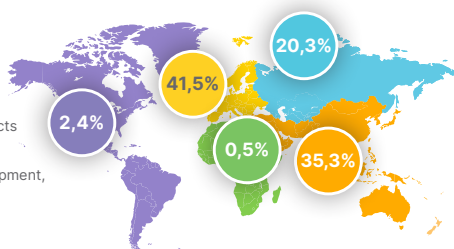
Source: Bureau of National Statistics ASPR RK

Kazakhstan's export structure by product groups, %

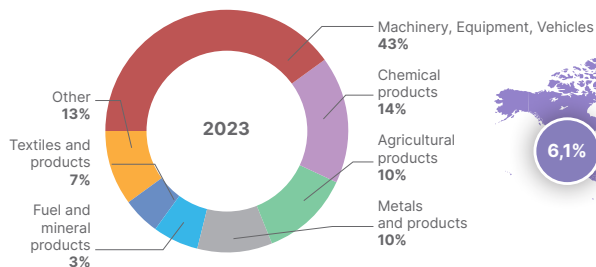


Source: Bureau of National Statistics ASPR RK

Export geography

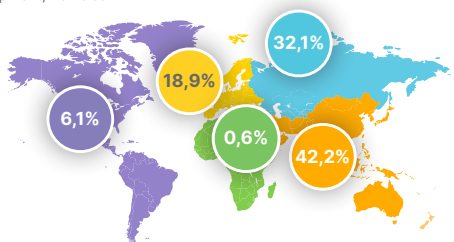


Kazakhstan's import structure by product groups, %



Source: Bureau of National Statistics ASPR RK

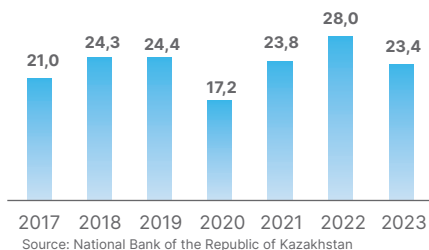
Import geography



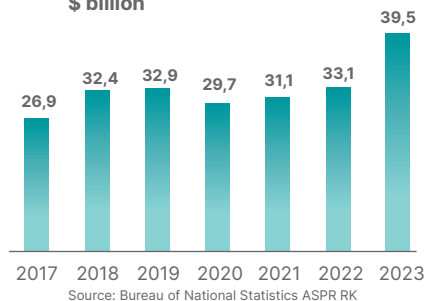
Investments

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.

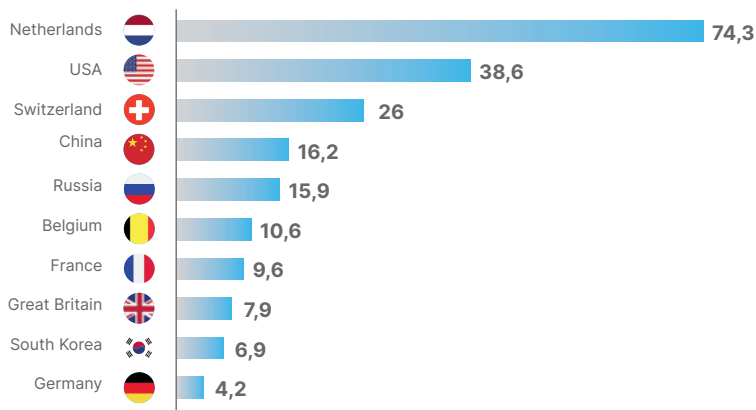
**Gross inflow of FDI to Kazakhstan,
\$ billion**



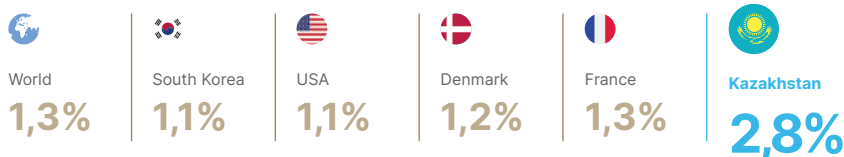
**Investments in fixed assets,
\$ billion**



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

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 | | | Reserves | Production |
|-----------|---|----------|------------|-------------|---|----------|------------|
| Chromium |  | 1 | 2 | Coal |  | 9 | 8 |
| Uranium |  | 2 | 1 | Bauxite |  | 9 | 11 |
| Barite |  | 2 | 4 | Copper |  | 11 | 10 |
| Rhenium |  | 4 | 7 | Iron Ore |  | 11 | 15 |
| Zinc |  | 6 | 11 | Oil |  | 12 | 11 |
| Lead |  | 7 | 12 | Gold |  | 13 | 6 |
| Manganese |  | 8 | 14 | Natural gas |  | 14 | 17 |

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

Kazakhstan rankings

28th in the world

- E-government development index
- No.1 among CIS countries



37th in the world

- World Competitiveness Index 2023
- No.1 among CIS countries
- 23rd in government efficiency



5th among developing countries

- by international investment in renewable energy, 2015-2022



3rd among Central and Southern Asia countries

- Global Innovation Index 2023



53th in the world

- ESG Index
- No.1 among CIS countries



2nd in the region

- Global Talent Competitiveness Index 2023



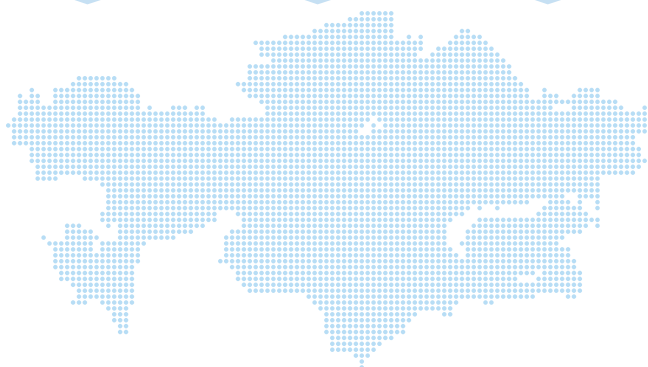
32nd in the world

- Global Food Security Index 2022
- No.1 among the CIS countries



1st among CIS countries

- The Green Future Index 2023



3. SUCCESSFUL INVESTMENT PROJECTS IN RECENT YEARS

40+ projects with foreign capital are implemented annually



Wind power plant

Aktobe region



Italy

Production of gas analysers

Atyrau region

Honeywell



USA

Production of technical gases

Atyrau region



France

Assembly of agricultural machinery

North-Kazakhstan region

CLAAS



Germany

Solar power plant

Zhambyl region



France



Pharmaceuticals production

Turkestan region



Poland



Feed production

Almaty region



Switzerland



Automobile production

Almaty



South Korea



Production of technical gases

Karaganda region



Germany



Passenger buses production

Karaganda region



China



Assembly and production of screw pumps

Mangystau region

PCM

Artificial Lift Solutions



France

Production of medical and industrial masks and respirators

Astana



Türkiye



Production of on-board transformers

Astana

ALSTOM



France



Specialised equipment production

Almaty

WEH



United Kingdom

Production of building materials

Zhambyl region

SAINT-GOBAIN



France



Production of confectionery

Shymkent

LOTTE



South Korea



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 years • for 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 facilities • the 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



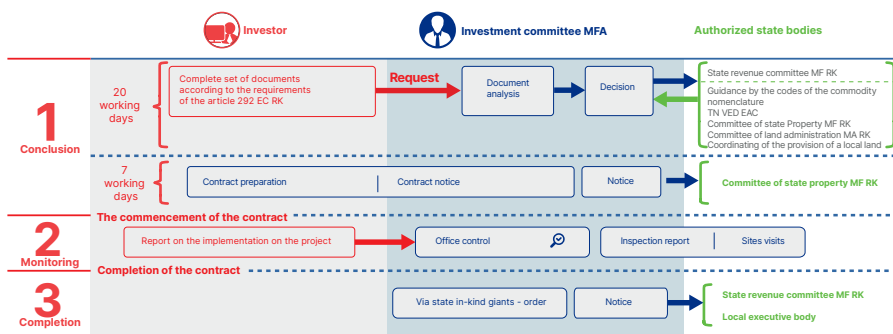
The list of raw and other materials, the import of which is exempt from VAT under the investment contract:



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

Learn more at:



Support of industrial activities

Industrial Development Fund



**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



QazTrade helps entrepreneurs of small and medium-sized businesses to prepare goods for export. The program includes the choice of export direction, preparation of goods for the adoption of the standards of the importing country, search for a buyer and drafting a contract. The company also helps with reimbursement of costs for 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.



astana hub

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 (EAEU) 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:



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.

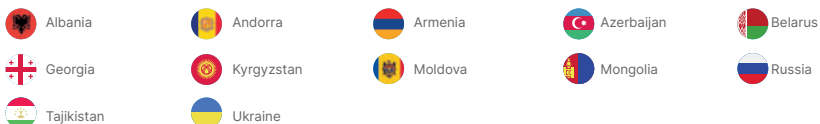
The main Kazakhstani and foreign airlines participating in regular flights with Kazakhstan:

| 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 |
| | | Multiple-entry | up to 180 days | up to 90 days |
| B3 | persons arriving to negotiate, conclude contracts | Single-entry | up to 90 days | up to 30 days |
| | persons arriving to negotiate, conclude contracts within the framework of cooperation in the field of industrialization and investment; | Multiple-entry | up to 1 year | no more than 30 days at each entry |
| | founders or members of the board of directors. | | | |
| INVESTOR VISA | | | | |
| A5 | 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 |
| | | multiple-entry | up to 5 years | for the entire period of validity of the visa |
| BUSINESS VISA | | | | |
| C5 | business immigrants | Single-entry | up to 90 days | for the entire period of validity of the visa |
| | | 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:



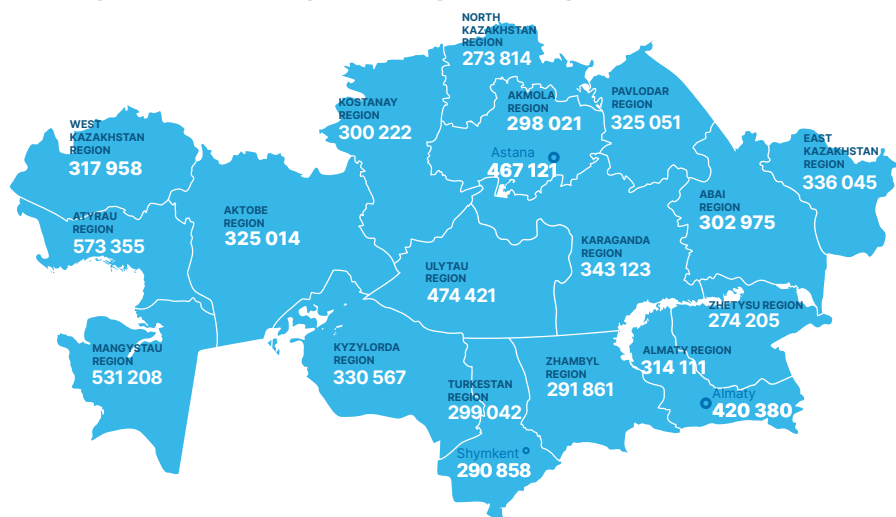
Special payments and subsoil users taxes include:

- 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.

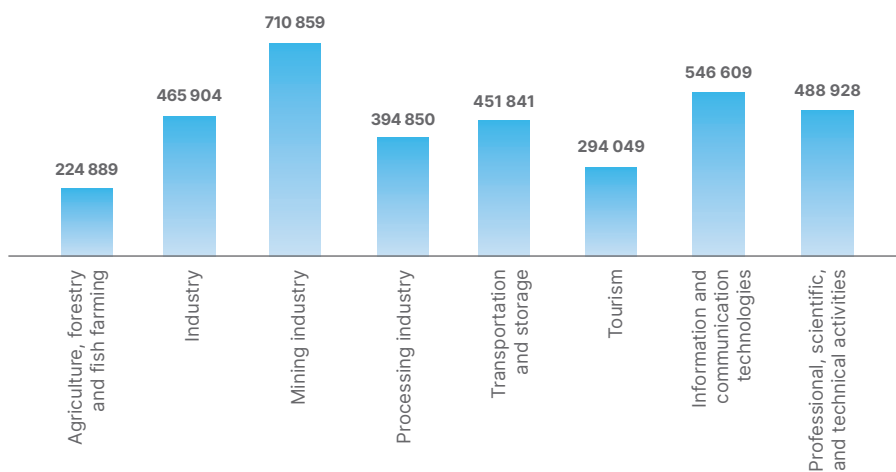
The Tax Code
of the Republic of
Kazakhstan:



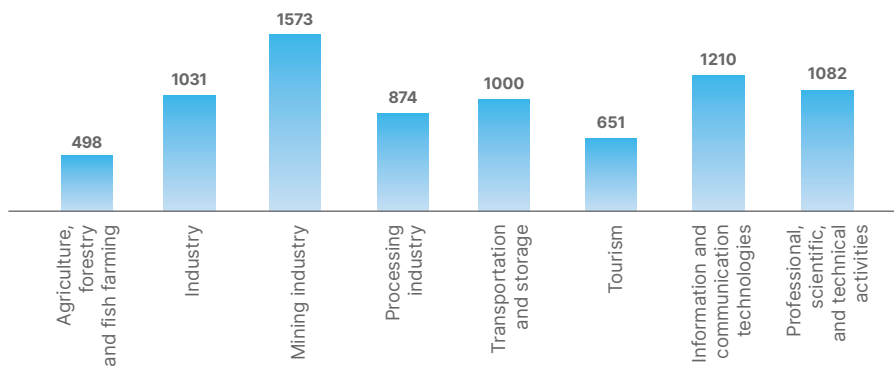
Average monthly wages by region (tenge)



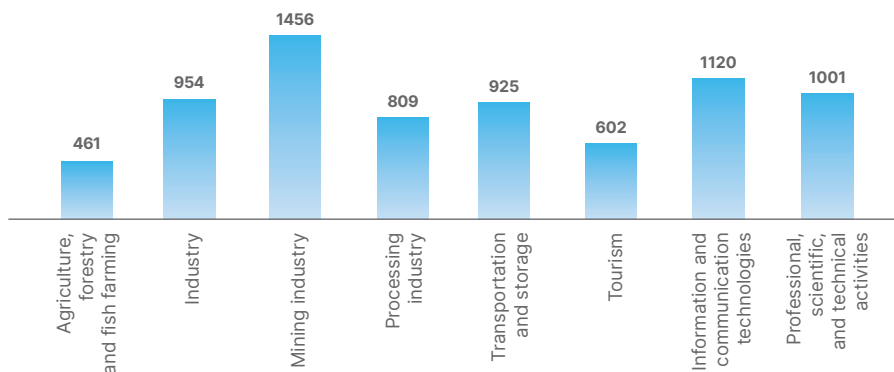
Average monthly wages by industry (tenge)



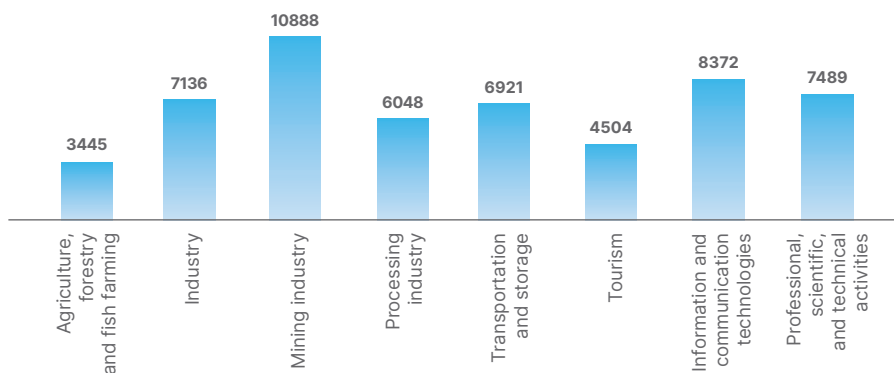
Average monthly wages by industry (USD)



Average monthly wages by industry (EUR)



Average monthly wages by industry (CNY)



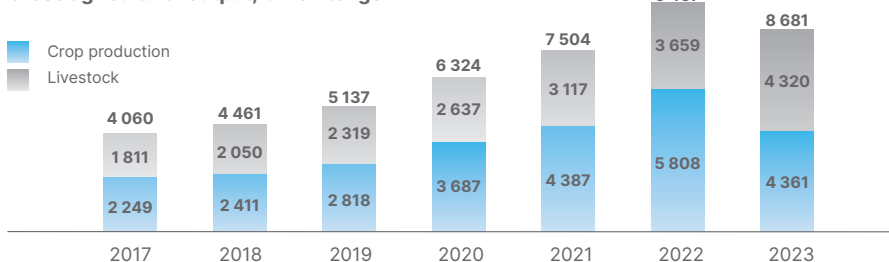
Industry potential for investment

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

Volume

\$353
million

Main products

53%
meat
and offal



13%
dairy
products



26%
fish and seafood



Main countries

| | | |
|--------------------|--|--------------|
| Uzbekistan | | 34.3% |
| Russian Federation | | 29.3% |
| Kyrgyzstan | | 6.8% |

Export of crop production and processed food products

Volume

\$5
billion

Main products

44%
grain crops



12%
grinding
products



9%
oilseeds



Main countries

| | | |
|-------------|--|--------------|
| Uzbekistan | | 27.1% |
| Afghanistan | | 16.4% |
| China | | 10.3% |

Imports of agricultural
products in 2023

\$5.9 billion (-1% from 2022)

Import of livestock and fish products

Volume

\$1.1
billion

Main products

42%
meat
and offal



34%
dairy
products



19%
fish
and seafood



Main countries

| | | |
|--------------------|--|--------------|
| Russian Federation | | 37.0% |
| Belarus | | 17.0% |
| USA | | 11.3% |

Import of crop production and food products

Volume

\$4.8
billion

Main products

9%
drinks



9%
sugar and
products



7%
wheat
and meslin



Main countries

| | | |
|--------------------|--|--------------|
| Russian Federation | | 55.9% |
| Uzbekistan | | 5.6% |
| China | | 4.4% |

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%.

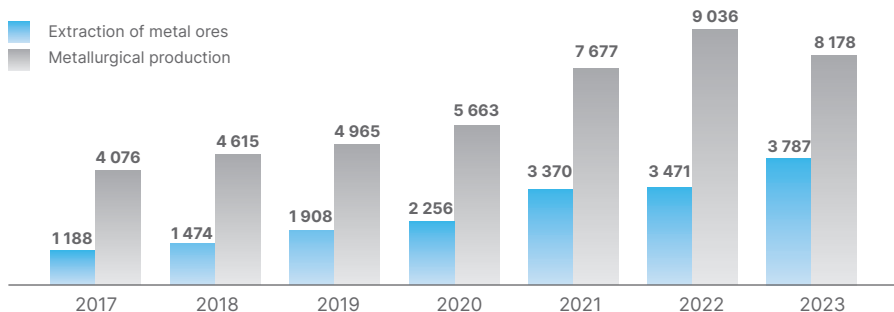
Raw material base

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, Ekibastuz 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

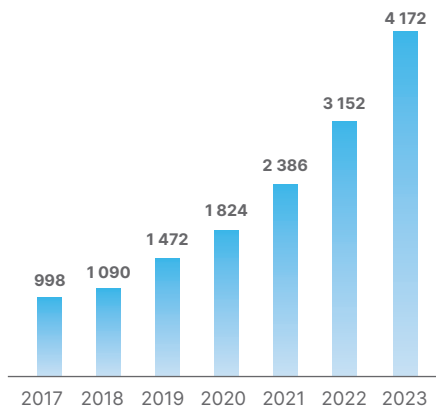
2 Open access to geological information online through the information system

3 Application of international standards for the evaluation of reserves CRIRSCO

Mechanical engineering

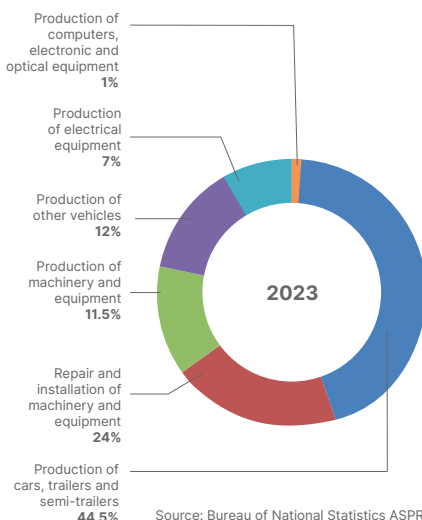
Mechanical engineering is one of the dynamically developing industries in Kazakhstan. In 2023, the volume of production amounted to 4.2 trillion tenge (+25.4% from 2022). At the same time, the share of imports of machine-building products in the total imports of the country amounted to 44%.

The volume of production of mechanical engineering products, billion tenge



Source: Bureau of National Statistics ASPR RK

Structure of mechanical engineering in 2023



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, Ekibastuz 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.

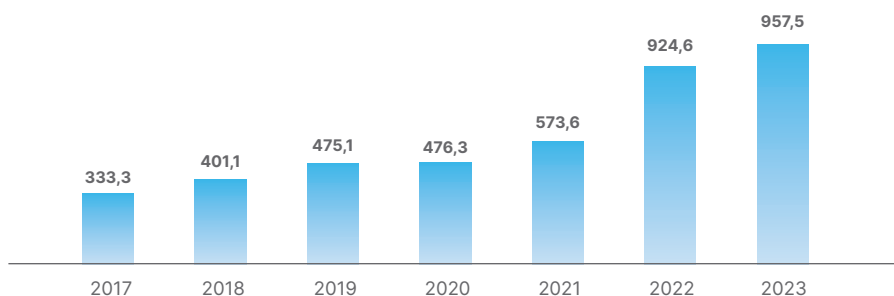
Availability of raw materials

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 Amola (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%
pharma-
ceuticals

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

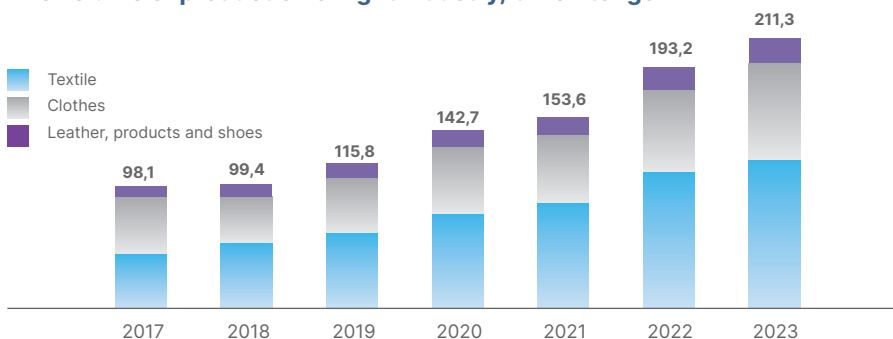
Light industry is a complex industry that includes more than 20 sub-sectors, which can be grouped into three main groups: textile, clothing, and leather, fur, footwear.

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.

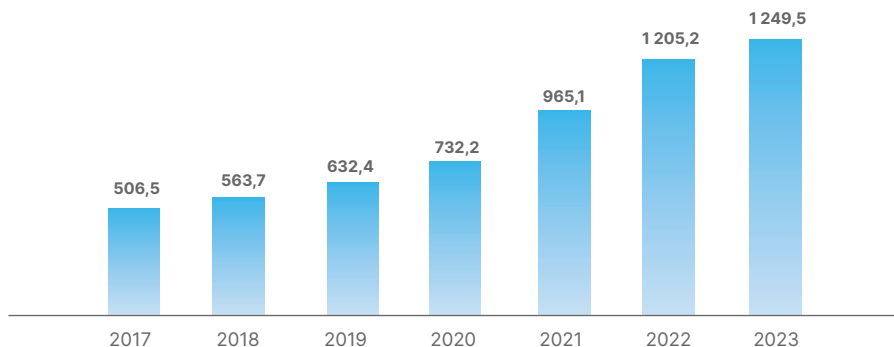


Construction industry

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

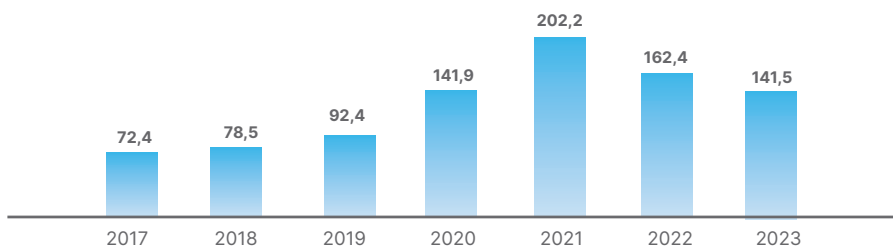
The pharmaceutical industry is one of the strategically important and high-tech sectors of the economy. Its activities have a significant impact on the healthcare sector, the level of employment of the population and the development of other industrial sectors, such as the chemical industry, biotechnology,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

Renewable energy sources

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



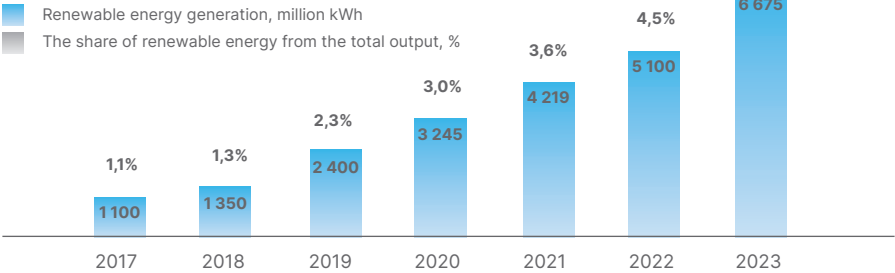
solar power
2,5 billion kWh/year



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 |
|--|--|--|---|---|---|

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, Ekibastuz 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.



SERVICE SECTOR



Transport and logistics

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

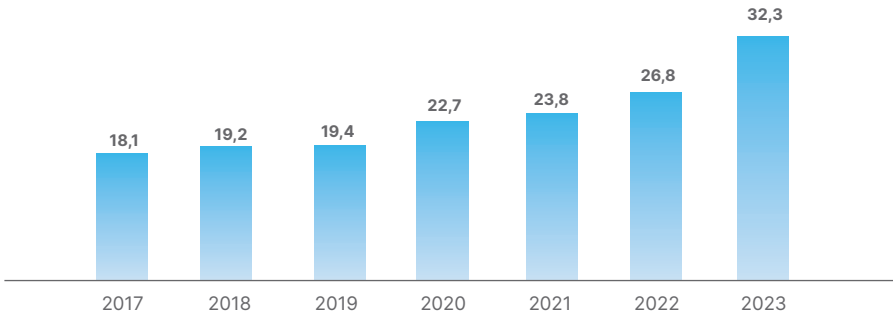
Passenger turnover

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:

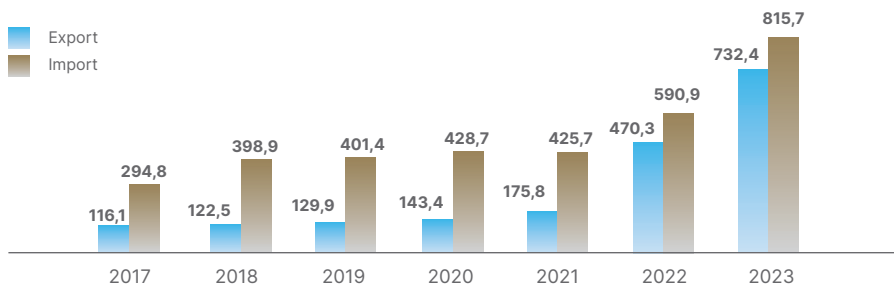
Almaty – 52.6%;

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 Kazakhstanis 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 cyber security 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

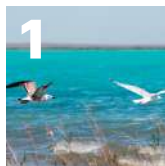
From 2005 to 2023, the gross inflow of FDI into the IT and other information services industry amounted to \$984 million.

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



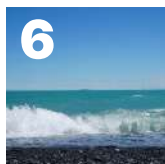
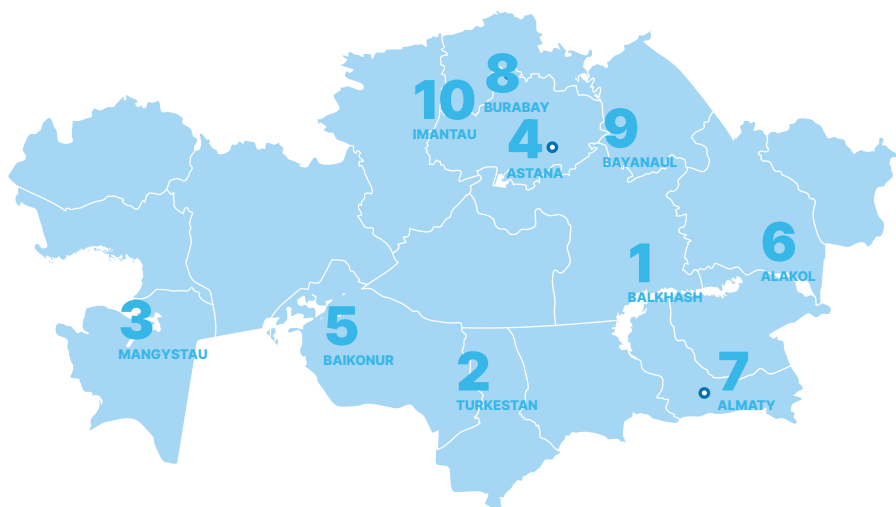
3
Mangystau - with a potential of 750 thousand tourists per year



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

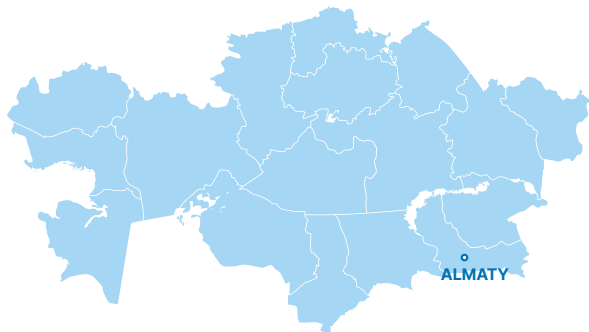
22.4%

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

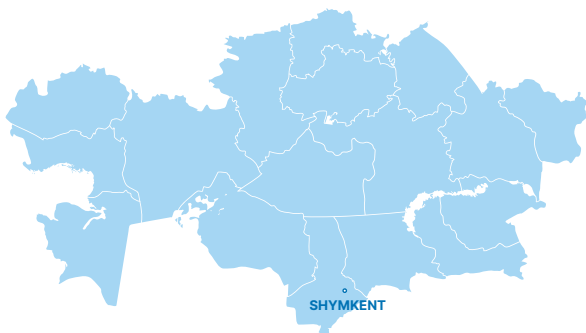
33%

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

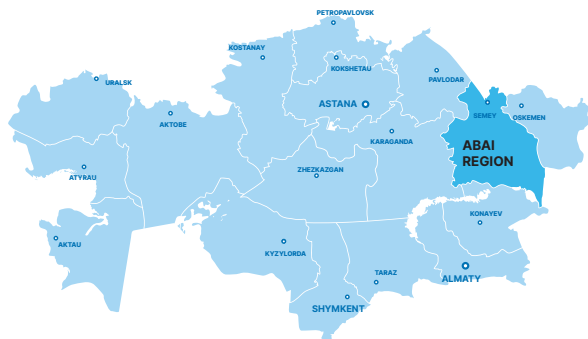
20.5%

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

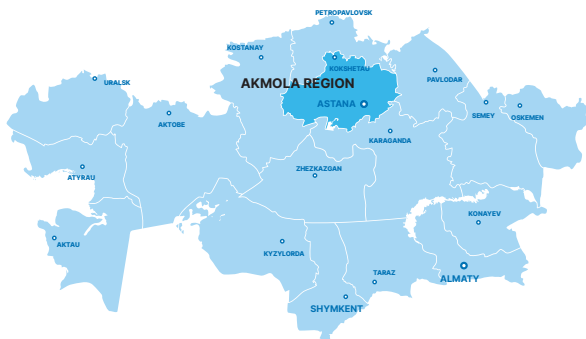
18%

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

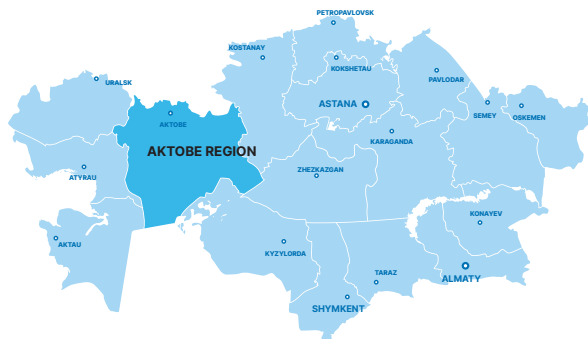
Specialization:

Manufacturing industry

22%

Agriculture

20.3%



Aktyob region

Administrative center:

Aktyob

Territory, km²:

300,629

Major cities:

**Aktyob,
Kandygash,
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

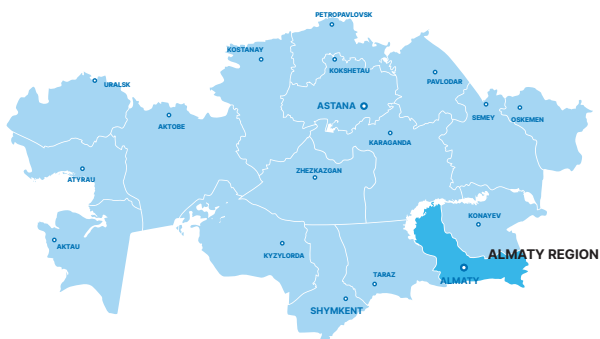
19.5%

Manufacturing industry

17.5%

Transport and
warehousing

8.7%



Almaty region

Administrative center:

Konaev

Territory, km²:

105,263

Major cities:

**Kaskelen,
Talgat, 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

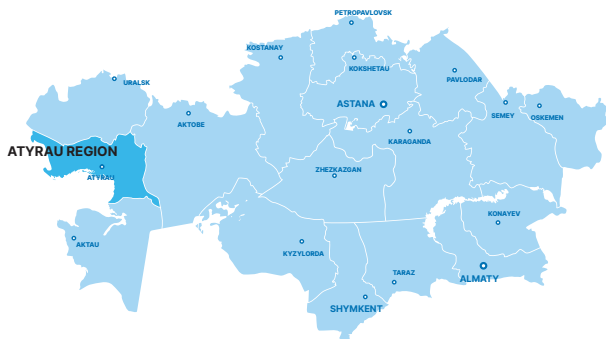
SPECIALIZATION:

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

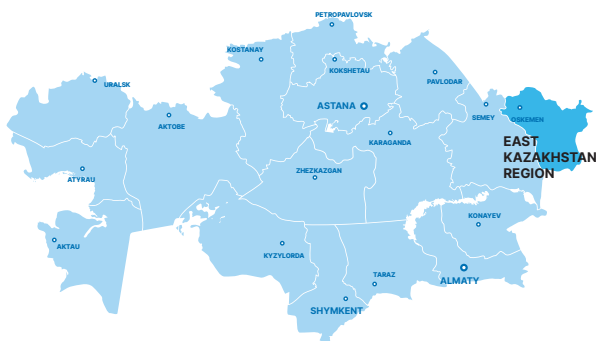
Number of employed
population, thousand
people:

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

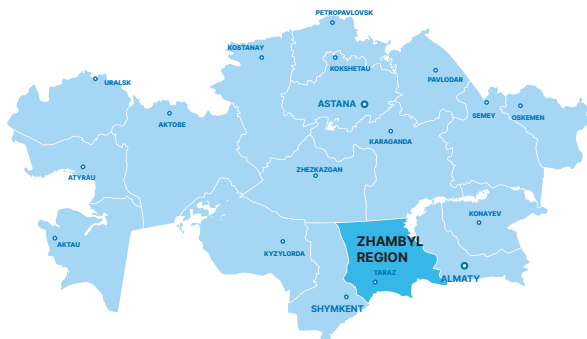
SPECIALIZATION:

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

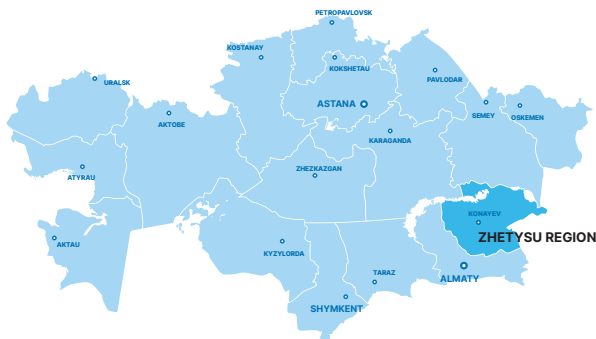
18%;

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

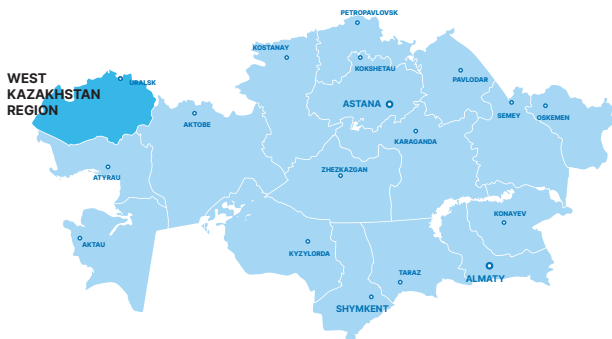
SPECIALIZATION:

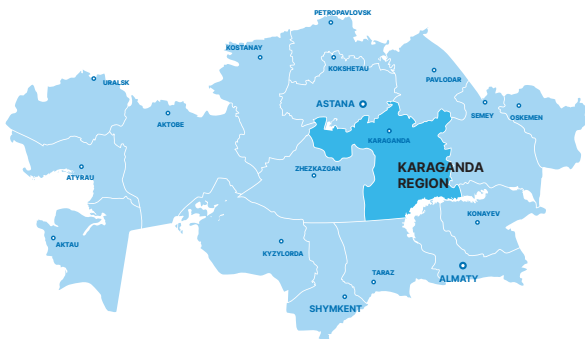
Agriculture

20.6%

Manufacturing

11.9%





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

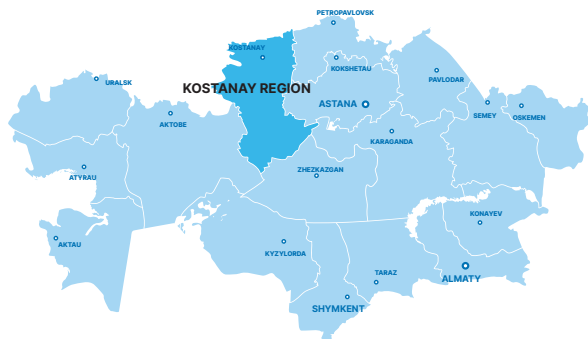
SPECIALIZATION:

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

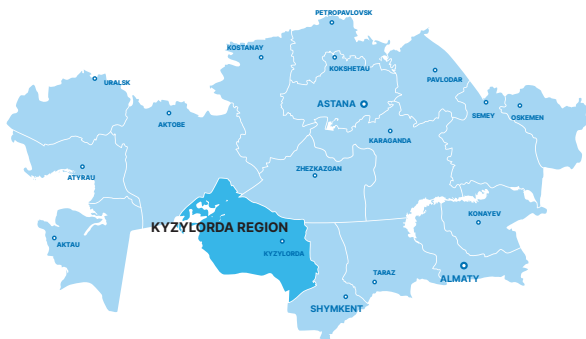
24.5%

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

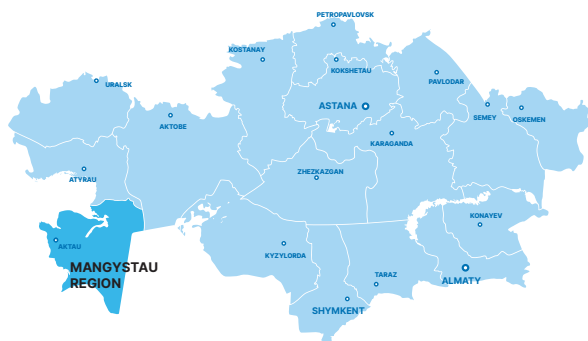
SPECIALIZATION:

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

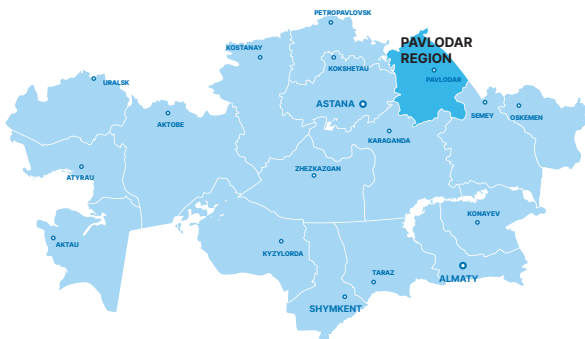
SPECIALIZATION:

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

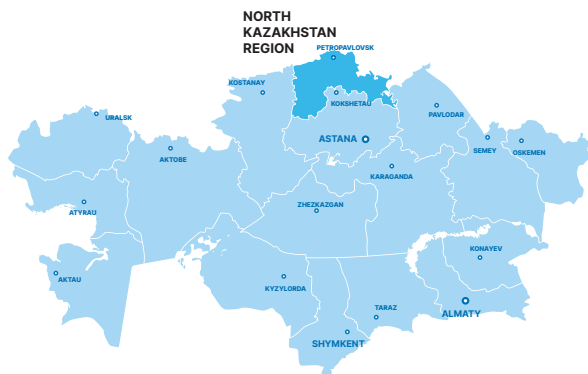
29.8%;

Mining industry

9.1%;

Transport and
warehousing

8.8%



North Kazakhstan region

Administrative center:

Petropavlovsk

Territory, km²:

97,993

Major cities:

**Petropavlovsk,
Tayynsha,
Sergeevka,
Bulayevo,
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

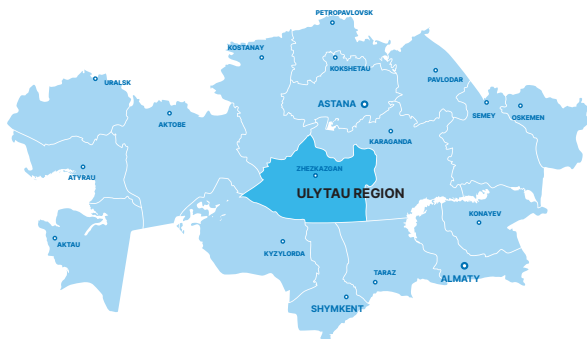
28.1%

Manufacturing

13.1%



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/miid | 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

