



Sector teaser on fish farming
Sector teaser

December 2021



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Summary. Findings and recommendations



- According to the Kazakhstan Common Classifier of Economic Activities (further “CCEA 03-2019” or “CCEA”), production of fish and fishery products is classified under (1) Code 03.1 Fishing, which includes marine and freshwater fishing, (2) Code 03.2 Aquaculture, which includes marine and freshwater aquaculture, and (3) Code 10.2 Processing and Preserving of Fish, Shellfish and Crustaceans, which includes: production, processing and storage of fish, crustaceans and mollusks; production of fishery products for human consumption or animal feed; production of flour and soluble substances from fish and other aquatic animal species unsuitable for human consumption; watercraft operations for the processing and storage of fish and seaweed.
- According to the OECD, in 2020, the total fish production in the world reached 177 million tonnes, 2% less than in 2019. However, the global demand for fish and fishery products is projected to grow, which will lead to an increase in the global production of these products up to 200 million tonnes by 2030.
- In Kazakhstan, fish catch accounts for as much as about 87% in the total volume of the fishing industry. In 2020, the catch amounted to 46 thousand tonnes. By fish species, the largest contributions were made by bream, wild carp (*Cyprinus carpio*), pike perch, vobla (Caspian roach), roach, crucian carp, asp and pike.
- In 2020, marketable fish was farmed in the amount of 6,797 tonnes, which is 3 times more than in 2016. In the structure of farmed fish, significant shares fall at wild carp (20%), pike perch (18%), carp (15%), trout (13%) and grass carp (white amur, 11%).
- By the end of 2020, the production of processed and canned fish, shellfish and crustaceans in Kazakhstan reached 89.1 thousand tonnes, indicating a growth of 83% vs 2019.
- The fish farming range of products/services in Kazakhstan includes: (1) trout, carp (*Cyprinus carpio carpio*), wild carp (*Cyprinus carpio*), sturgeon, sterlet, beluga sturgeon, crucian carp, salmon, silver carp, roach, perch, freshwater bream, pike perch, roach and ram, pike, asp, catfish, stellate sturgeon, vendace fish; (2) fish fillets and fish flesh (fresh, chilled, frozen, smoked, dried, salted or in brine); (3) liver, caviar and its substitutes, milt (fresh, chilled, frozen, smoked, dried, salted or in brine); (4) fish (chilled, frozen, dried, salted or in brine); (5) shellfish, crustaceans and other invertebrates (frozen, cooked and canned); (6) flour, powder and granules (from fish, shellfish, crustaceans or other aquatic invertebrates, inedible); (7) smoking services and other methods of canning and processing; (8) subcontracted services in the fish production sector.



Sufficient raw material base

- Kazakhstan has a sufficient raw material base to develop new directions in fish farming and fish products manufacturing, as well as to increase the volume of the existing production.
- The total area of reservoirs for cultivation of marketable fish and fish stock in Kazakhstan amounted to 118 thousand hectares in 2020. The total area of reservoirs, excluding the Caspian Sea, is about 5 million hectares. According to the Fishery Zoning Scheme developed by Kazakhstan’s Ministry of Ecology, promising reservoirs for fish farming were identified, which are suitable to grow up to 600 thousand tonnes of fish per year as estimated by experts.
- In 2020, the country produced 132 million carp fish seed, 9 million silver carp fish seed, 3.7 million stellate sturgeon fish seed, 3.4 million grass carp fish seed, 3.2 million wild carp fish seed, 3 million vendace fish seed and 1.2 million trout hatchlings.
- Today, 14 enterprises with a total annual capacity of 136 thousand tonnes are engaged in the production of feed in Kazakhstan. However, feed is mainly produced for carp fish species. Cultivation of more valuable species of fish makes it necessary to import feed.



Low consumption and high dependence on imports

- At the end of 2020, per capita fish consumption in Kazakhstan amounted to as little as 5.4 kg. This level is quite far from the physiological norm of 16 kg recommended by the WHO.
- Import dependence is reported in the production of processed and canned fish, shellfish and crustaceans. Average share of product imports in the period from 2016 to 2020 accounted for 67% of domestic consumption. This necessitates the development of domestic production to saturate the domestic market with local products



State support

- The Program for the development of the fishing industry in the Republic of Kazakhstan over 2021-2030 was adopted. The total budget funds allocated for the Program implementation amount to 486 mln USD.
- Processing and preserving fish, shellfish and crustaceans, fishing and aquaculture are included in the list of priority sectors of the country’s economy, so the measures of state support are provided in the framework of the Entrepreneurial Code, preferential credit financing programs, operation under the regime of a special economic zone, etc.

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Classification of fishery products (1 of 2)

Classification of the fish farming industry according to CCEA 03-2019



According to CCEA 03-2019, production of fish and fishery products falls under **Code 03.1** Fishing, which includes marine and freshwater fishing, **Code 03.2** Aquaculture, which includes marine and freshwater aquaculture, and **Code 10.2** Processing and Preserving of Fish, Shellfish and Crustaceans.



Marine fishing

This segment includes fishing on a commercial basis in the ocean and coastal waters, catching marine crustaceans, mollusks, whales and marine species such as sea turtles, jellyfish, octopuses, sea urchins, etc. The segment also includes the processing, storage and preservation of fish, collection of other marine organisms and materials such as natural sea pearls, sponges, corals and algae.

Freshwater fishing

The segment includes commercial fishing in inland waters, capture of crustaceans, mollusks and marine species in fresh waters.

Marine aquaculture

This segment includes fish farming in seawater, including aquarium fish farming, production of shellfish (oysters, mussels, etc.) roe, lobster, shrimp, fish fry and their manual processing, cultivation of red algae and other edible algae, breeding of crustaceans, bivalve mollusks, other mollusks and other aquatic animal species in seawater

Freshwater aquaculture

The segment includes breeding fish in fresh water, including freshwater aquarium fish species, freshwater crustaceans, bivalve mollusks, other mollusks and other types of aquatic animals, operation of freshwater hatchery stations, breeding frogs.

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Classification of fishery products (2 of 2)

Classification of the fish farming industry according to CCEA 03-2019



According to CCEA 03-2019, **Code 10.2** Processing and Preserving of Fish, Shellfish and Crustaceans consists of six segments



Processing and storage of fish, shellfish and crustaceans

This segment includes freezing, deep freezing, drying, processing, smoking, salting, canning of fish, shellfish and crustaceans.

Fish, shellfish and crustacean production

The segment includes production of fish fillets, caviar, artificial caviar, etc.

Manufacture of fish products for food purposes

The segment includes production of fish products for human consumption or animal feed.

Production of flour and soluble substances from fish

This segment includes production of flour and soluble substances from fish and other aquatic animal species unsuitable for human consumption.

Watercraft operations

The segment includes watercraft operations for the processing and storage of fish.

Processing of seaweed

The segment includes processing of seaweed.

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Fish farming in Kazakhstan



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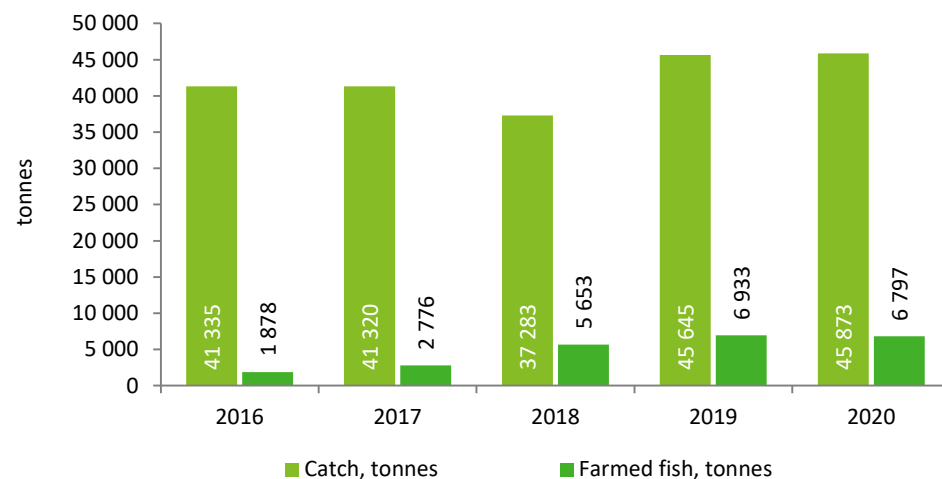
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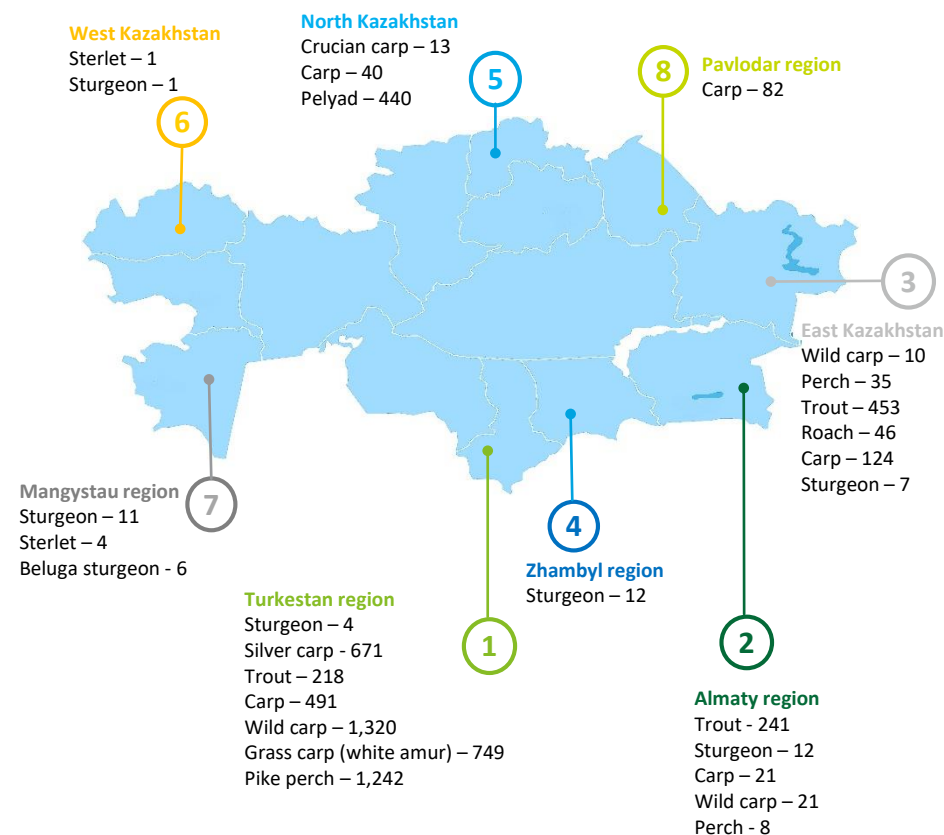
Overview of fish farming in Kazakhstan (1/2)



Change in volumes of fish catching and farming in Kazakhstan, tonnes



Varieties of farmed commercial fish in Kazakhstan in 2020, tonnes



- Fish catch accounts for about 87% of total fish industry volumes in Kazakhstan. In 2020, the catch volume amounted to 46 thousand tonnes. By fish species, the largest contributions were made by bream, wild carp (*Cyprinus carpio*), pike perch, vobla (Caspian roach), roach, crucian carp, asp and pike.
- Over 2016-2020, the volume of marketable fish farming was growing by 37% annually, while fish catch demonstrated an average annual growth of 3%.
- The volume of fish farming in Kazakhstan is still low compared to wild catch. Yet, it should be noted that the fish farming is on the rise now. In 2020, marketable fish was farmed in the amount of 6,797 tonnes, exceeding the volume of 2016 by a factor of 3. In the structure of farmed fish, significant shares fall at wild carp (20%), pike perch (18%), carp (15%), trout (13%) and grass carp (white amur, 11%).

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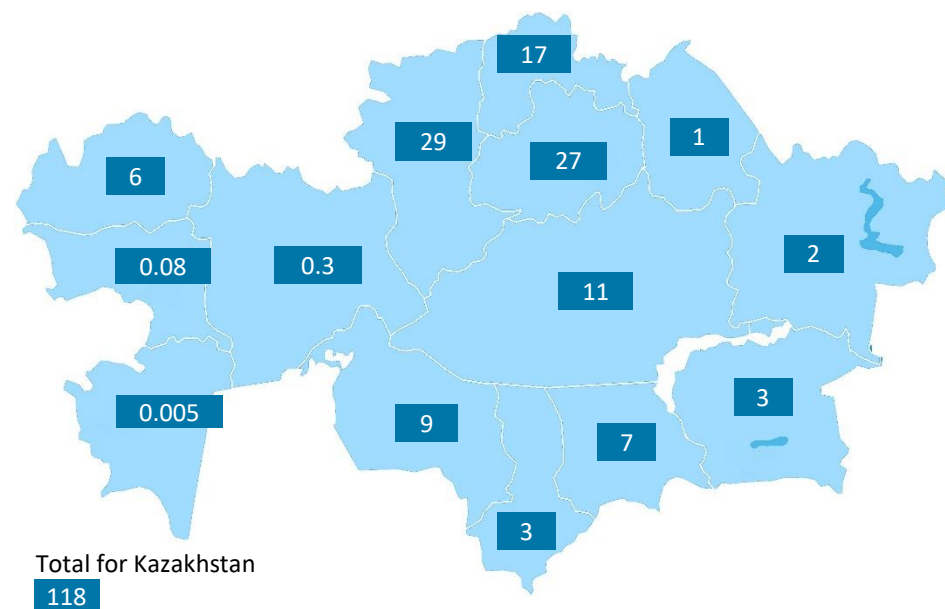
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Overview of fish farming in Kazakhstan (2/2)



Total area of reservoirs* for rearing of commercial fish/fish seed in 2020, thousand hectares



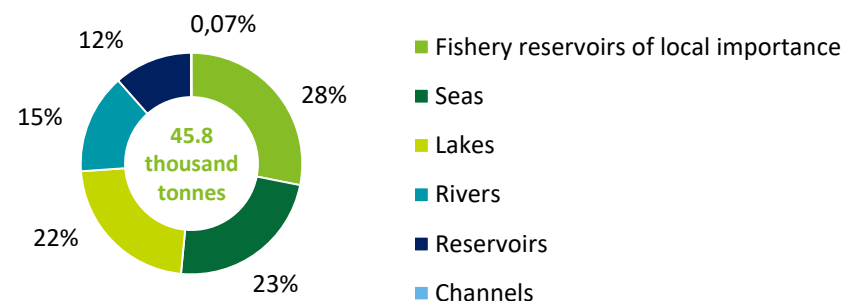
- In 2020, the total area of reservoirs for the cultivation of marketable fish and fish seed in Kazakhstan amounted to 118 thousand hectares.
- The largest reservoirs are located in Kostanay region (29 thousand hectares), Akmola region (27 thousand hectares), North Kazakhstan (17 thousand hectares) and Karaganda region (11 thousand hectares).

*Own and allocated areas (nursery and feeding ponds, pools, cages, nursery and feeding lakes and other water bodies), regardless of whether they were used or not used in the reporting year.

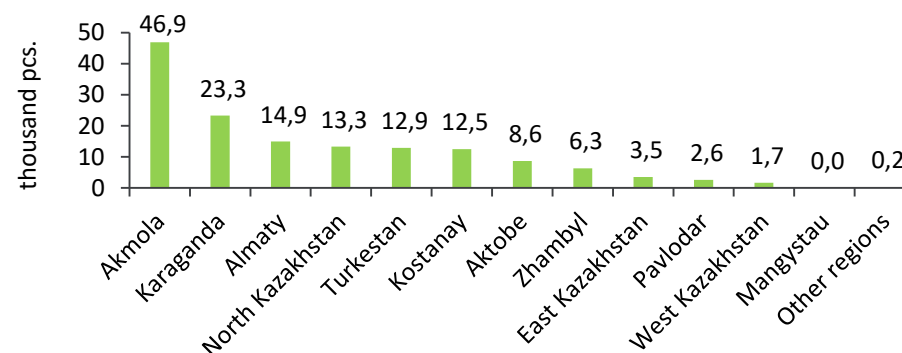
Source: Forestry and Wildlife Committee under Kazakhstan Ministry of Agriculture

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Catch of fish and other aquatic animals by type of water body in 2020, %



Number of sold vouchers for fish catch in 2020, thousand pieces



In 2020, 146.7 thousand vouchers for fish catch were sold in Kazakhstan for a total value of 437thous. USD. The largest part of the sold vouchers falls on Akmola region (32%), Karaganda region (16%) and Almaty region (10%).

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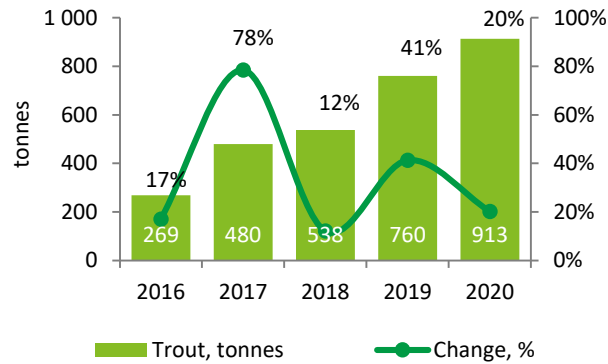
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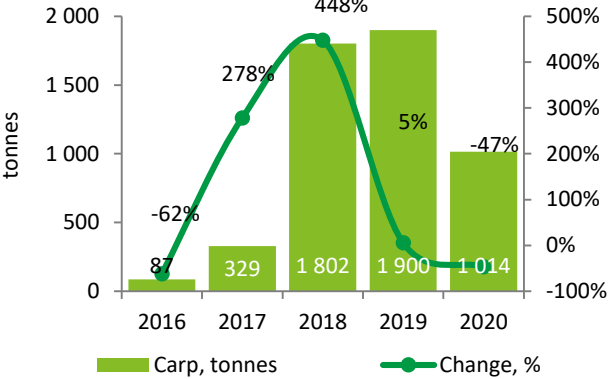
Fish farming in Kazakhstan (1/2)



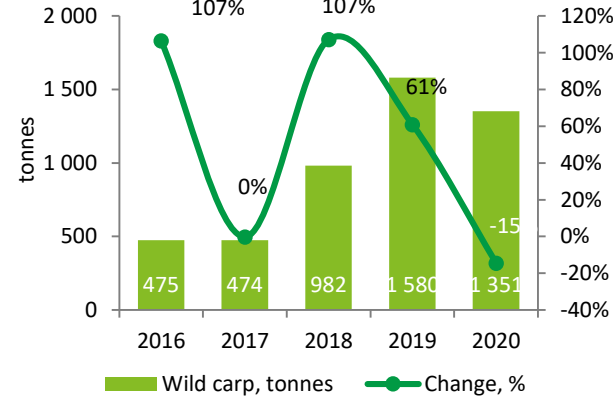
Change in raising trout, tonnes



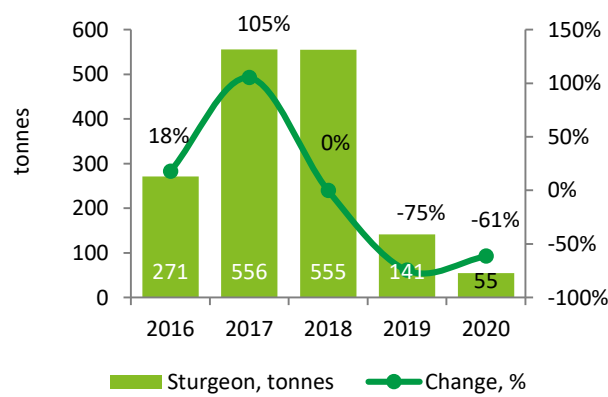
Change in raising carp, tonnes



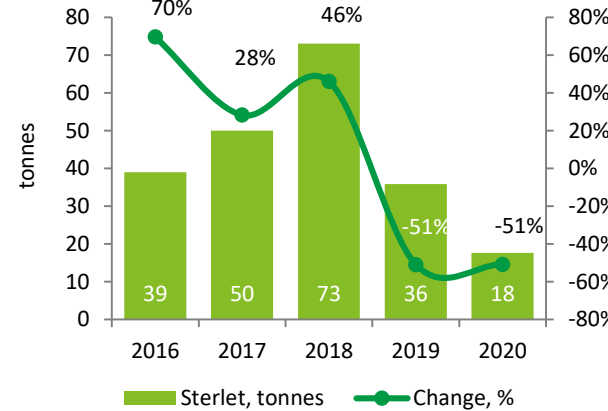
Change in raising wild carp, tonnes



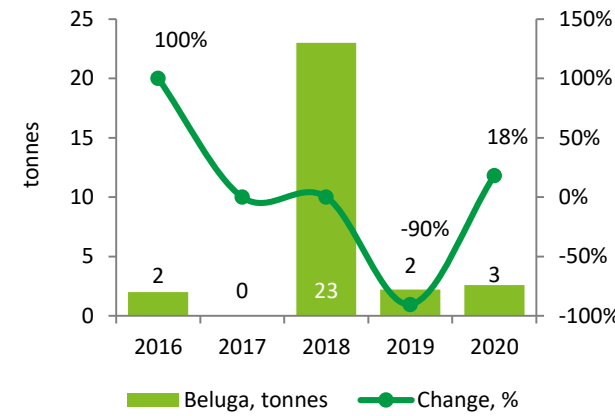
Change in raising sturgeon, tonnes



Change in raising sterlet, tonnes



Change in raising beluga sturgeon, tonnes



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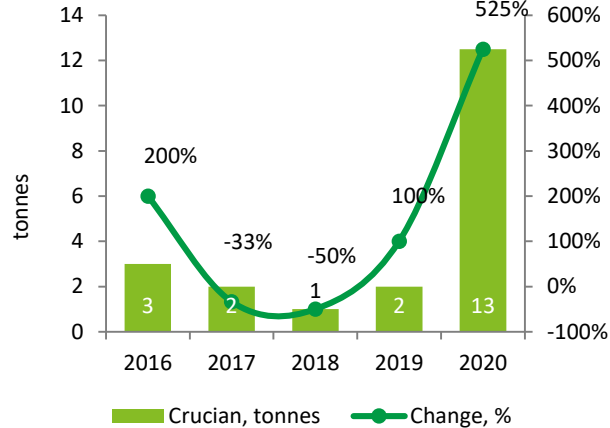
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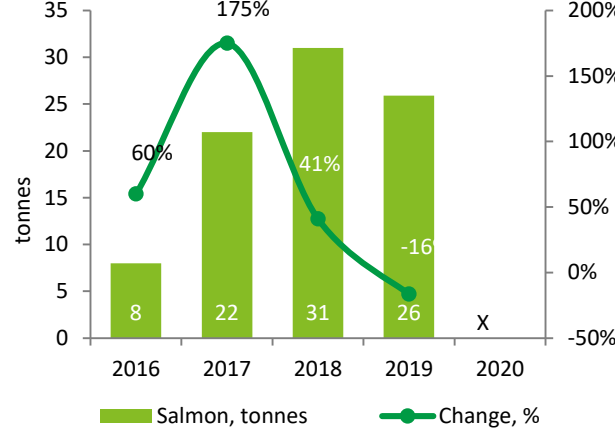
Fish farming in Kazakhstan (2/2)



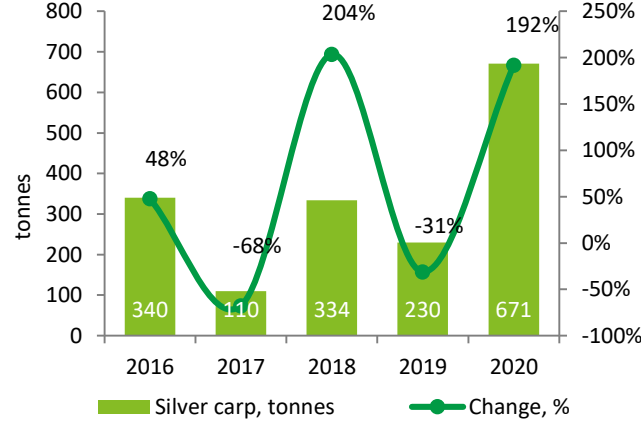
Change in raising crucian carp, tonnes



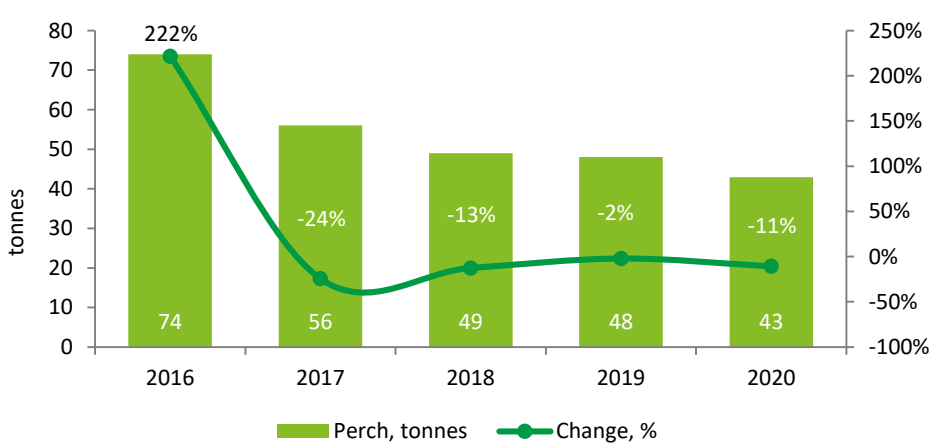
Change in raising salmon, tonnes



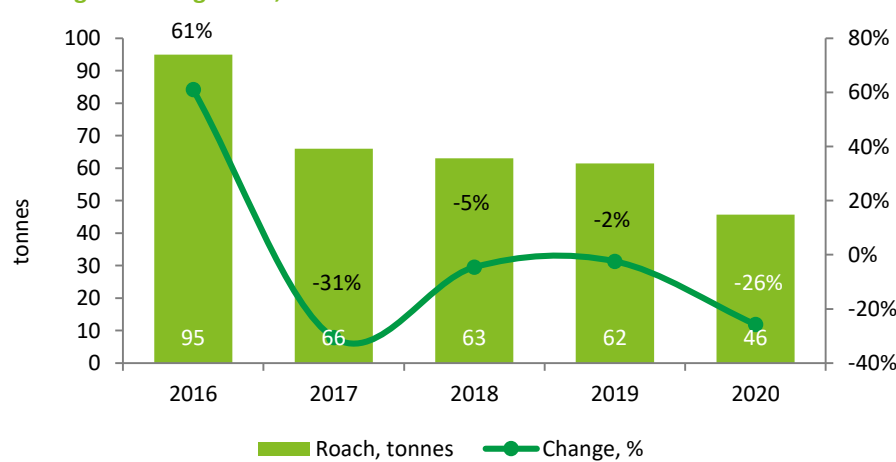
Change in raising silver carp, tonnes



Change in raising perch, tonnes



Change in raising roach, tonnes



Source: Kazakhstan Statistics Committee

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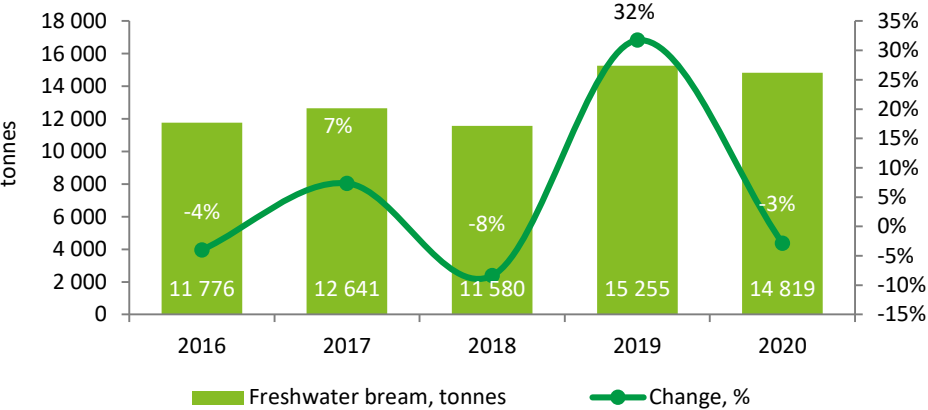
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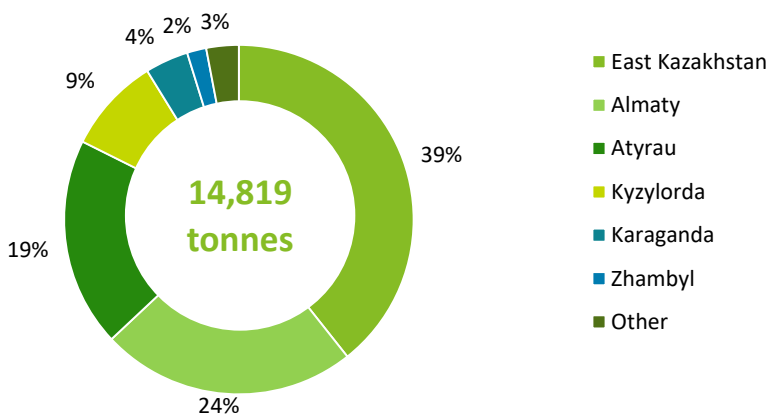
Fish catch in Kazakhstan (1/8)



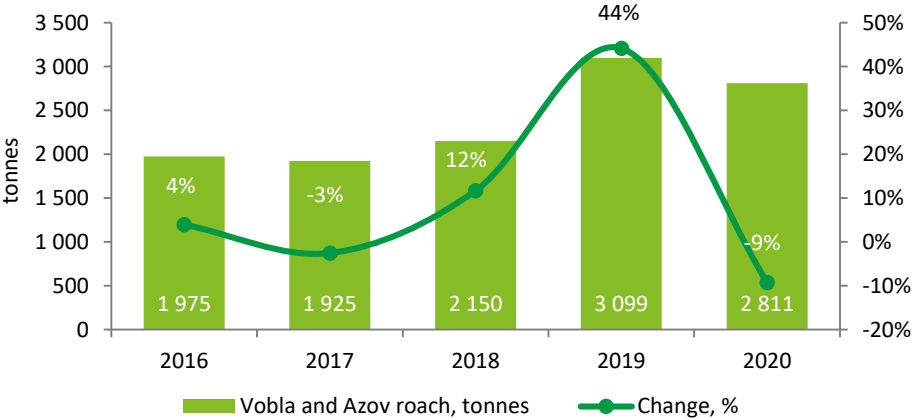
Change in freshwater bream catch, tonnes



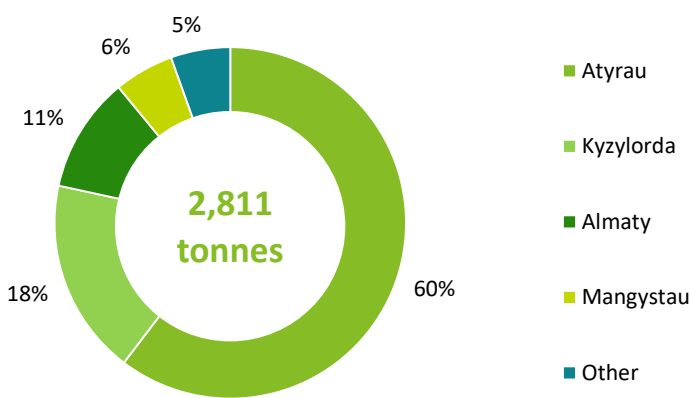
Structure of fish catch by region



Change in vobla (Caspian roach) and Azov roach catch, tonnes



Structure of fish catch by region



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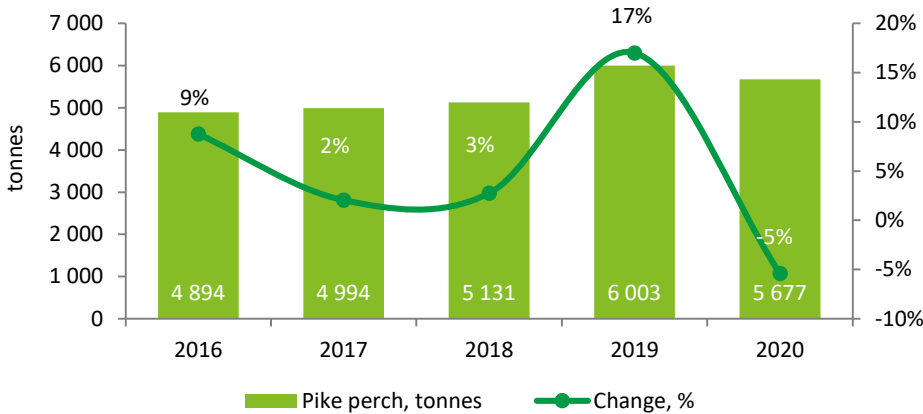
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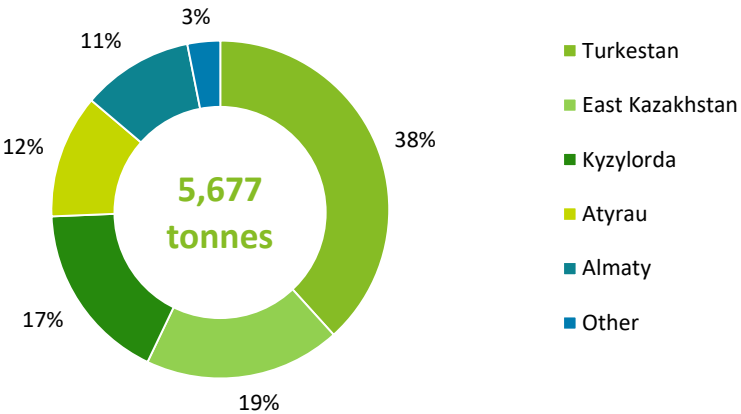
Fish catch in Kazakhstan (2/8)



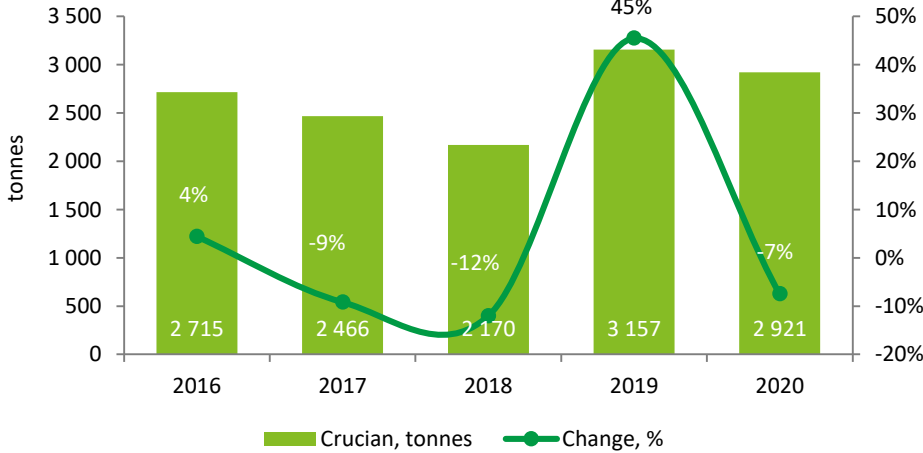
Change in pike perch catch, tonnes



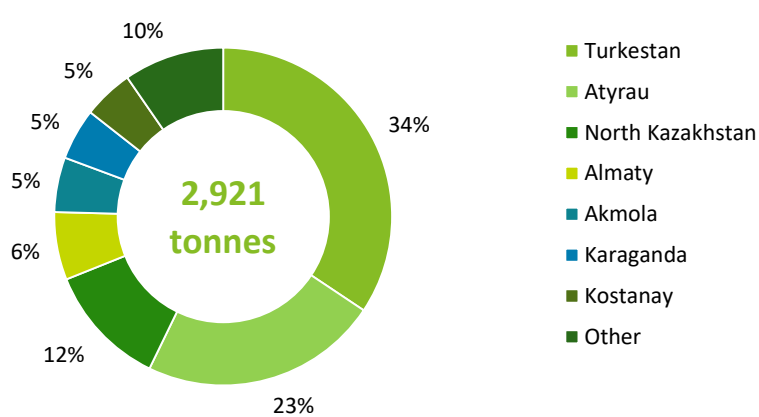
Structure of fish catch by region



Change in crucian carp catch, tonnes



Structure of fish catch by region



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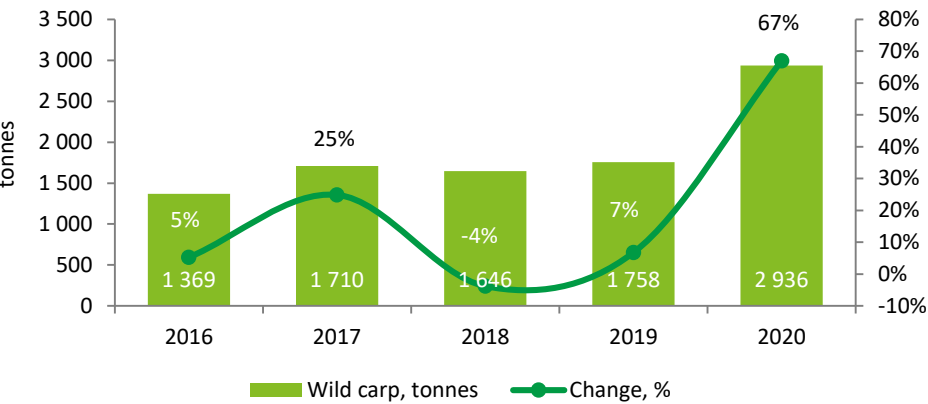
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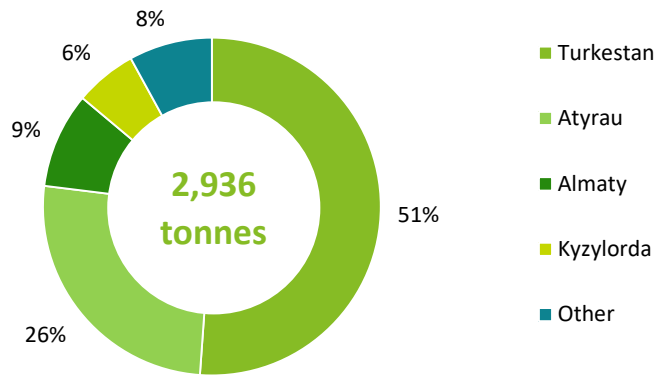
Fish catch in Kazakhstan (3/8)



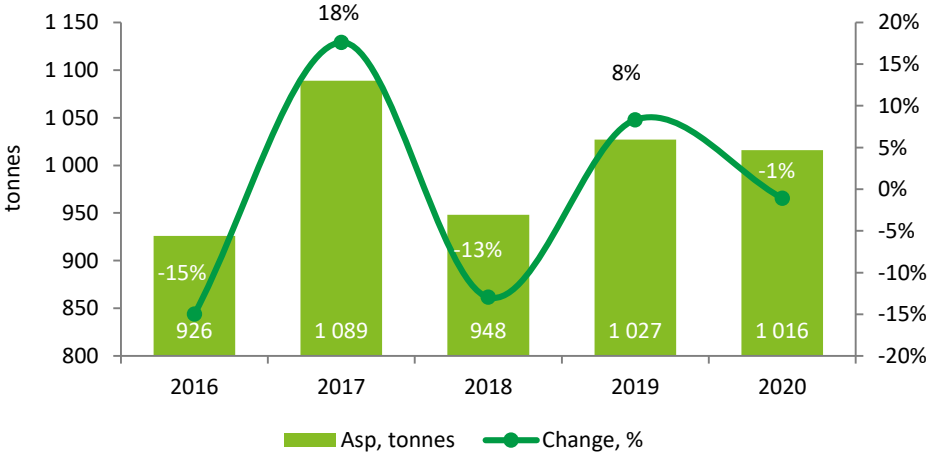
Change in wild carp catch, tonnes



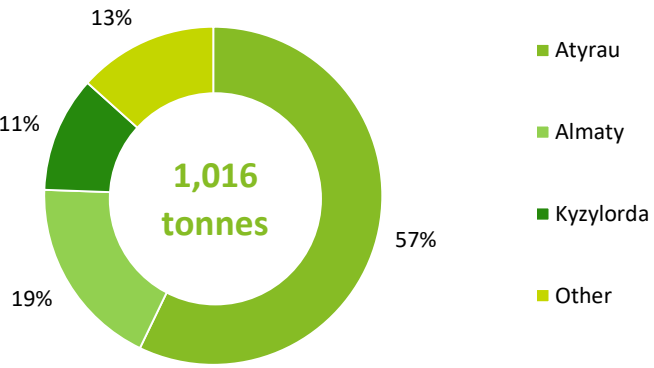
Structure of fish catch by region



Change in asp catch, tonnes



Structure of fish catch by region



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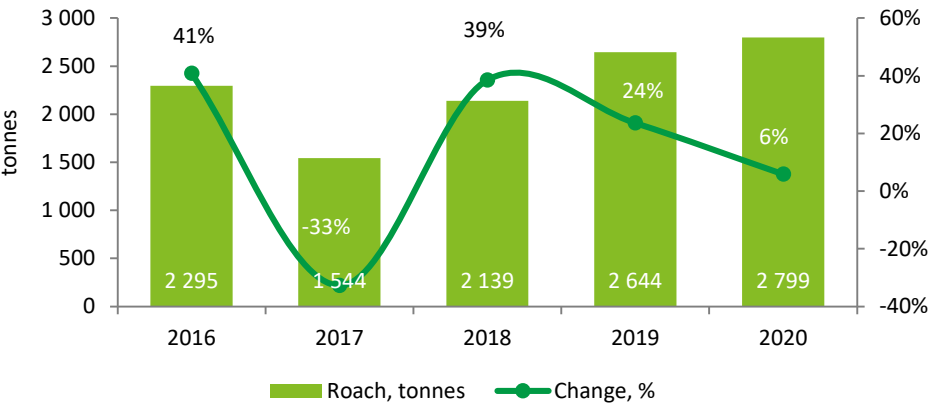
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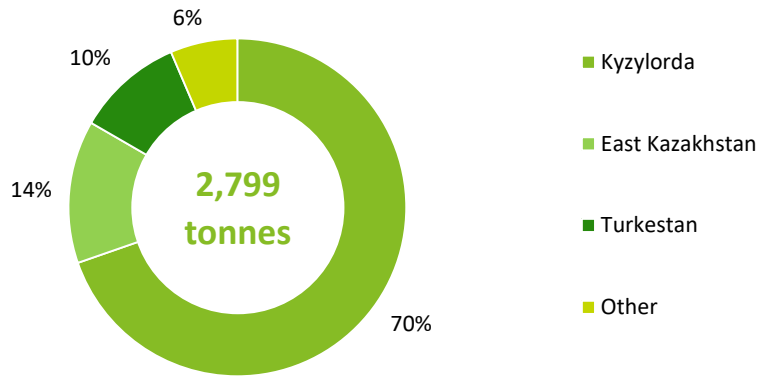
Fish catch in Kazakhstan (4/8)



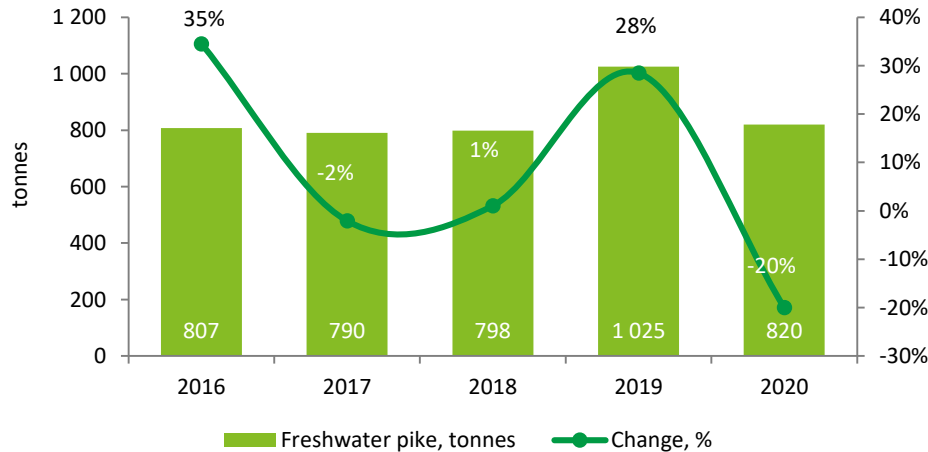
Change in roach catch, tonnes



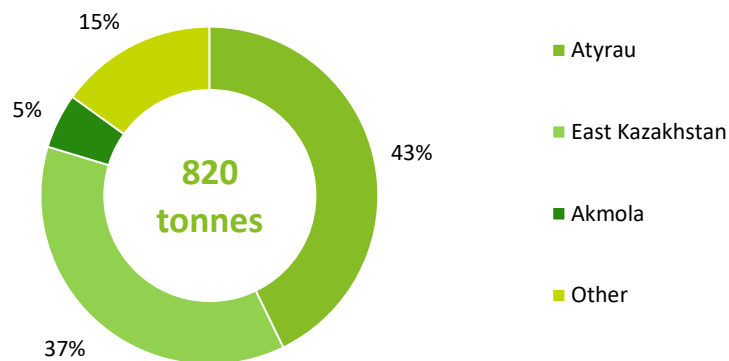
Structure of fish catch by region



Change in pike catch, tonnes



Structure of fish catch by region



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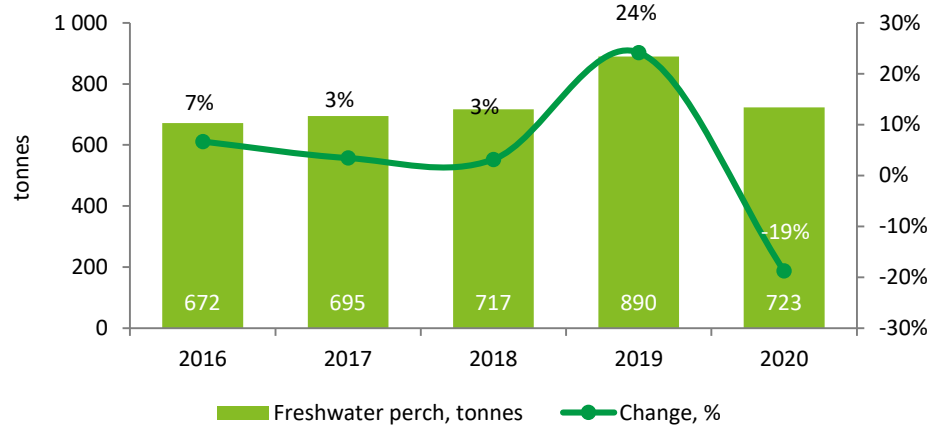
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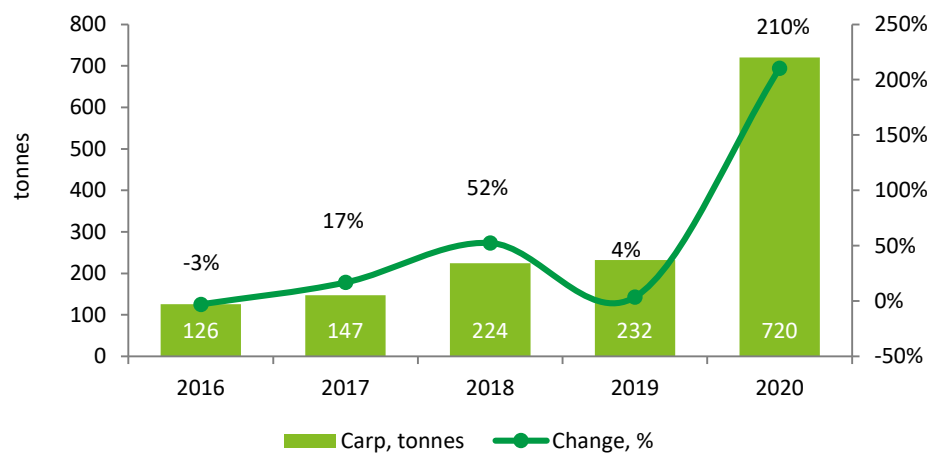
Fish catch in Kazakhstan (5/8)



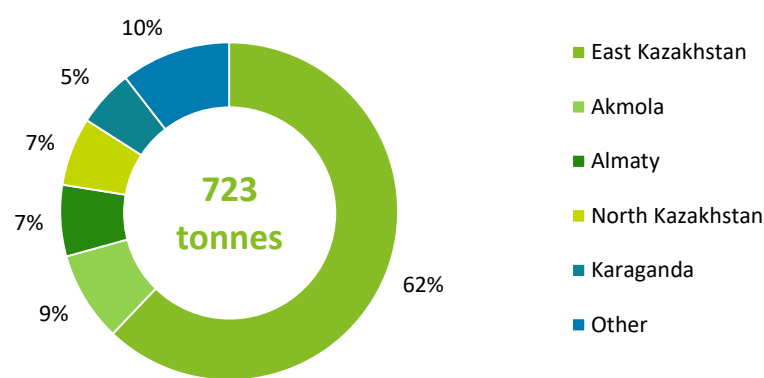
Change in freshwater perch catch, tonnes



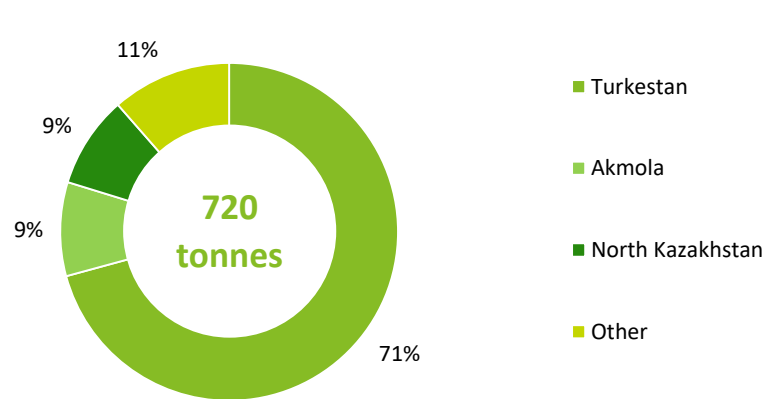
Change in carp catch, tonnes



Structure of fish catch by region



Structure of fish catch by region



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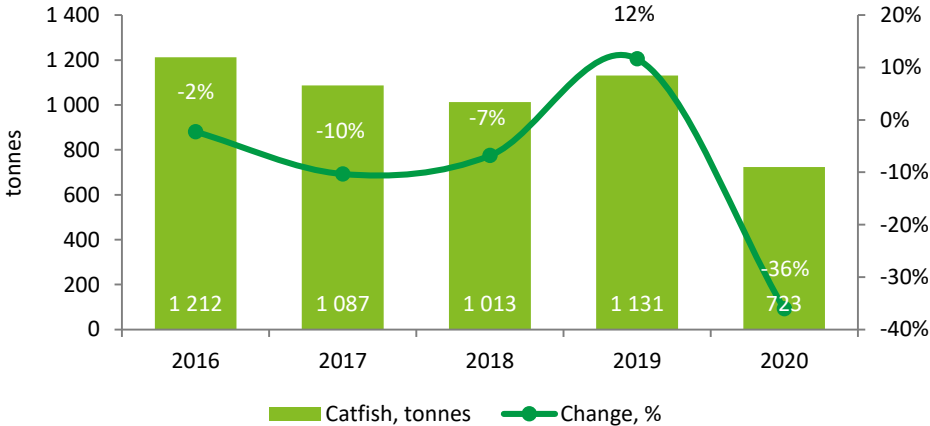
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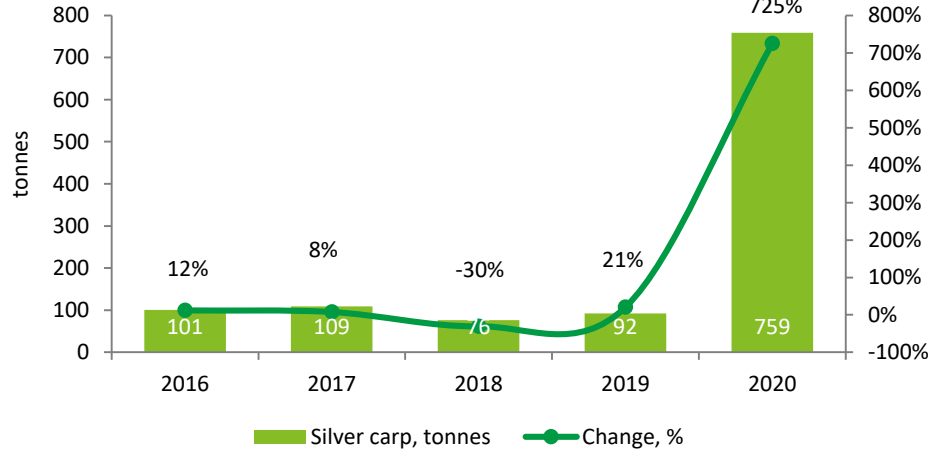
Fish catch in Kazakhstan (6/8)



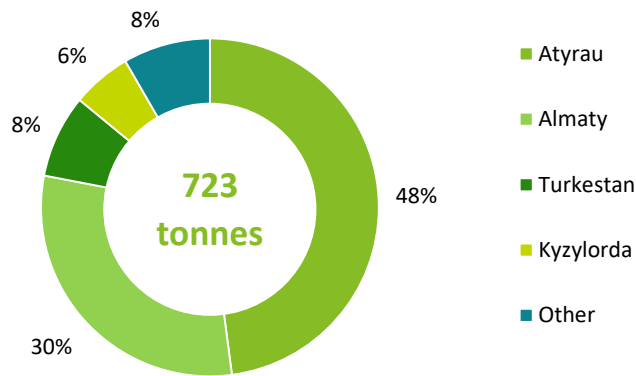
Change in catfish catch, tonnes



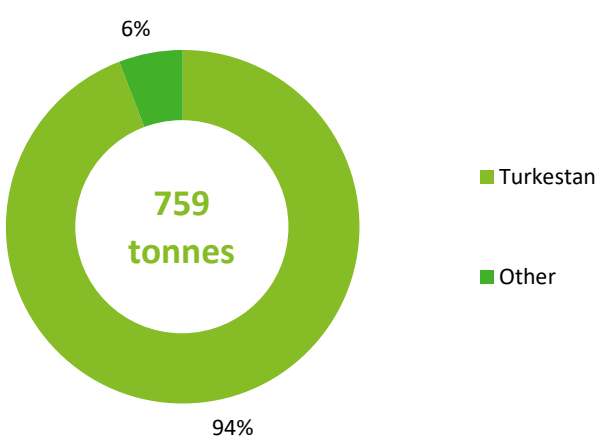
Change in silver carp catch, tonnes



Structure of fish catch by region



Structure of fish catch by region



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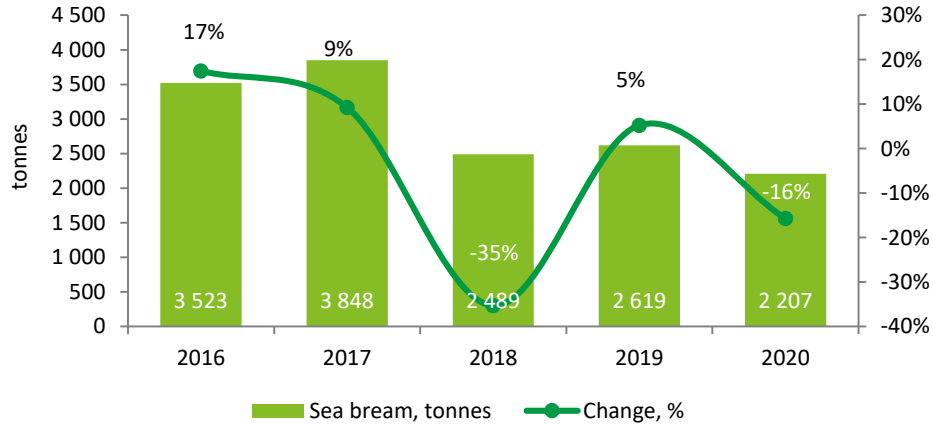
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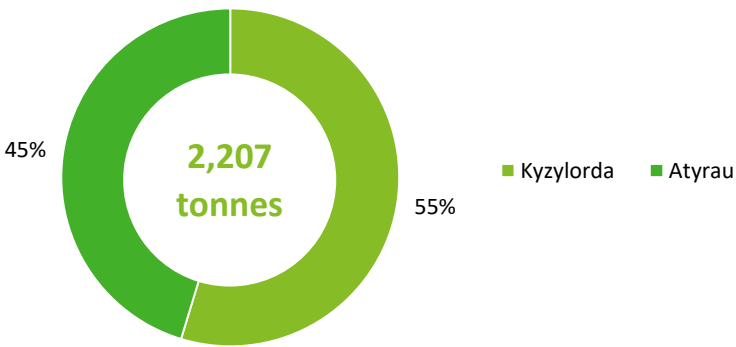
Fish catch in Kazakhstan (7/8)



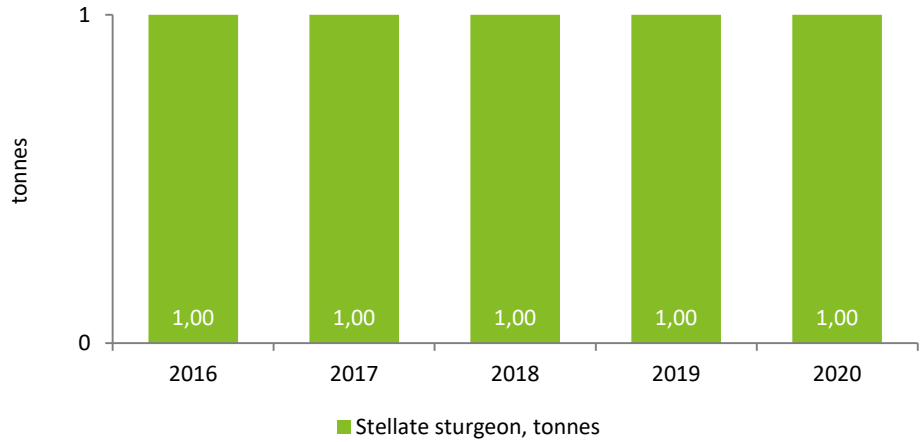
Change in sea bream catch, tonnes



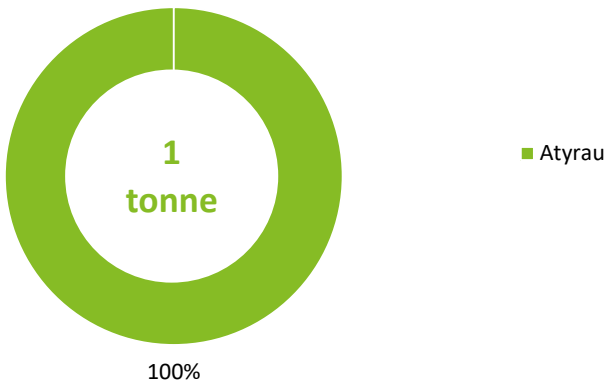
Structure of fish catch by region



Change in stellate sturgeon catch, tonnes



Structure of fish catch by region



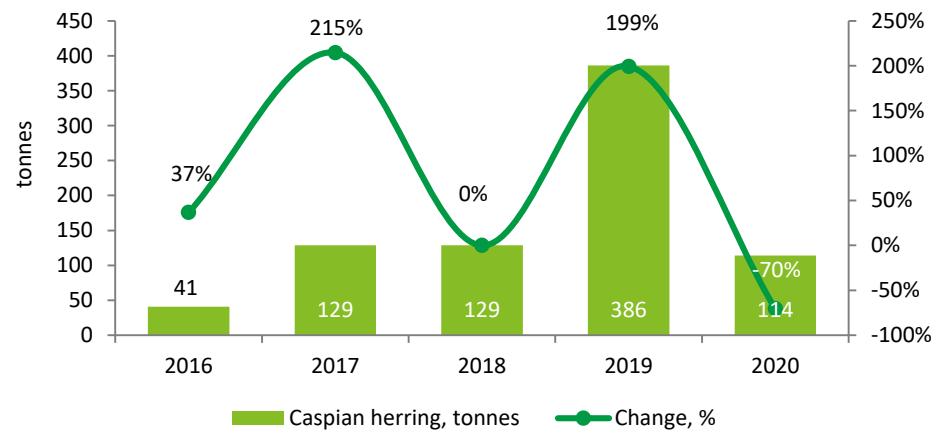
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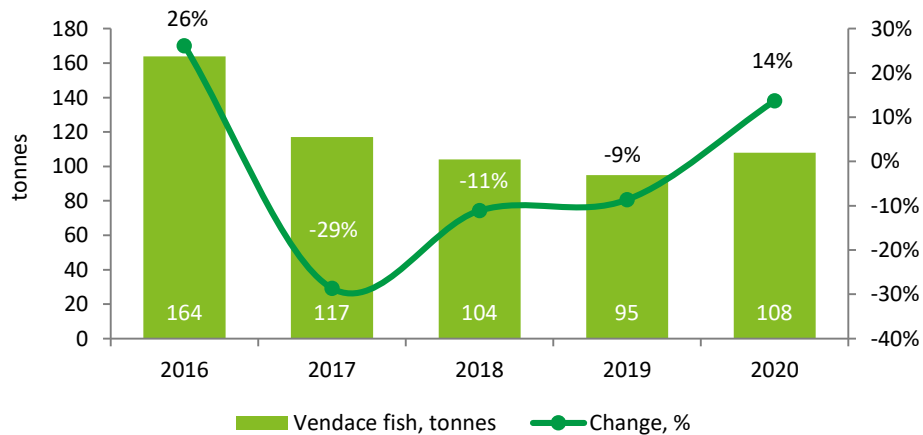
Fish catch in Kazakhstan (8/8)



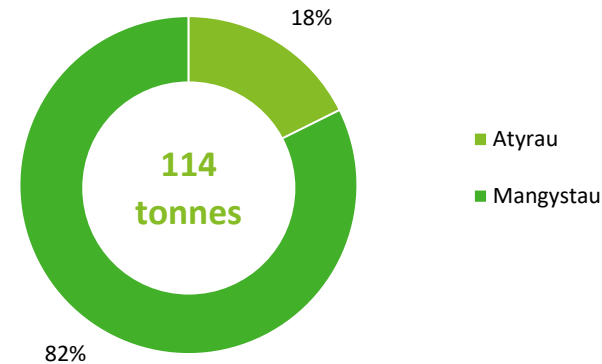
Change in Caspian herring catch, tonnes



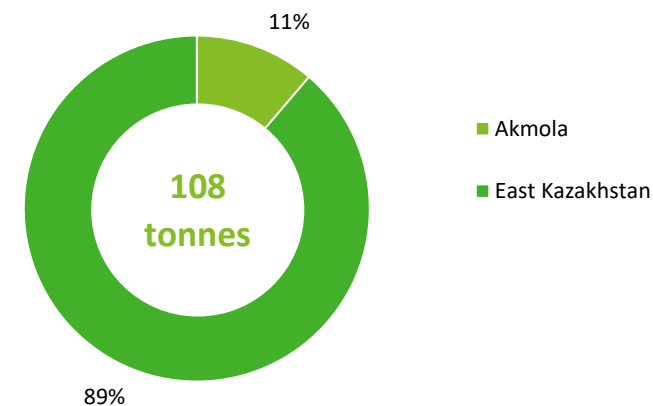
Change in vendace fish catch, tonnes



Structure of fish catch by region



Structure of fish catch by region



Source: Kazakhstan Statistics Committee

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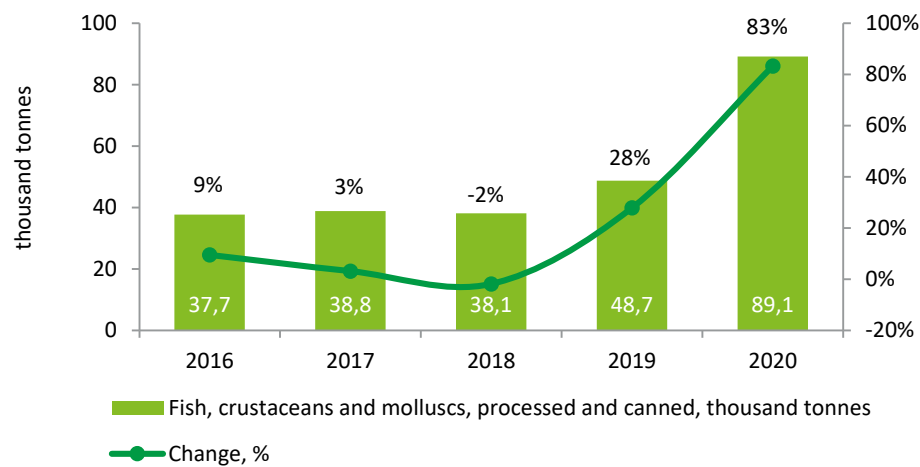
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Processing and preserving of fish, shellfish and crustaceans



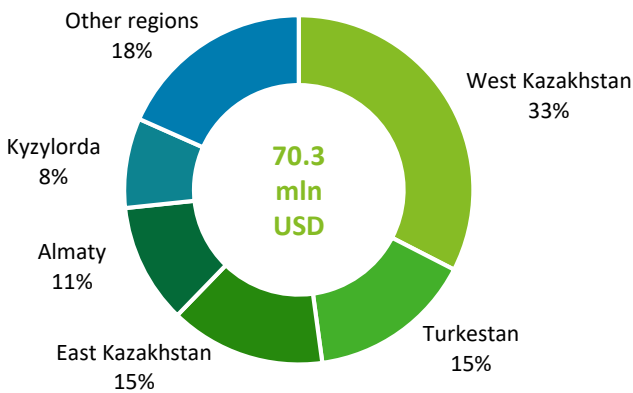
Change in volumes of processing and preserving of fish, shellfish and crustaceans, thousand tonnes



In 2020, the production of processed and preserved fish, shellfish and crustaceans in Kazakhstan amounted to 89.1 thousand tonnes for a total of 70.3 mln USD, which indicates an increase in production by 83% compared to 2019.

This indicator as a whole has shown an upward trend, with compound annual growth rate (CAGR) of 19% in the period 2016-2020.

Structure of processing and preserving of fish, shellfish and crustaceans by region in 2020, %



The largest share of the total volume of processing and canning of fish, shellfish and crustaceans falls on the West Kazakhstan (23 mln USD or 33%). The list of leaders also includes Turkestan region (10.8 mln USD or 15%), East Kazakhstan region (10.1 mln USD or 15%), Almaty region (7.8 mln USD or 11%) and Kyzylorda region (5.8 mln USD or 8%).

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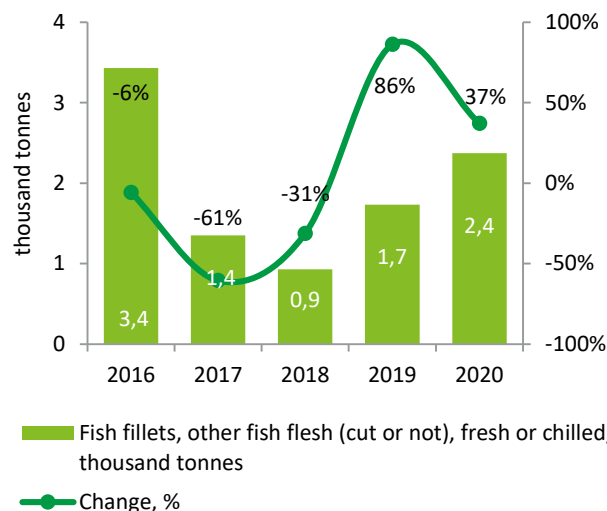
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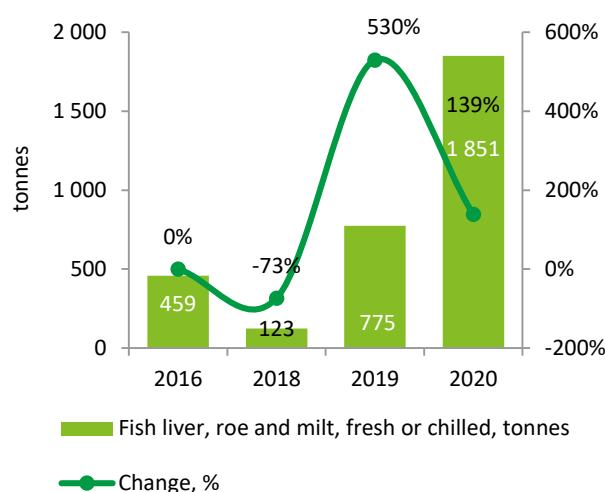
Fresh, chilled or frozen fish production in Kazakhstan (1/2)



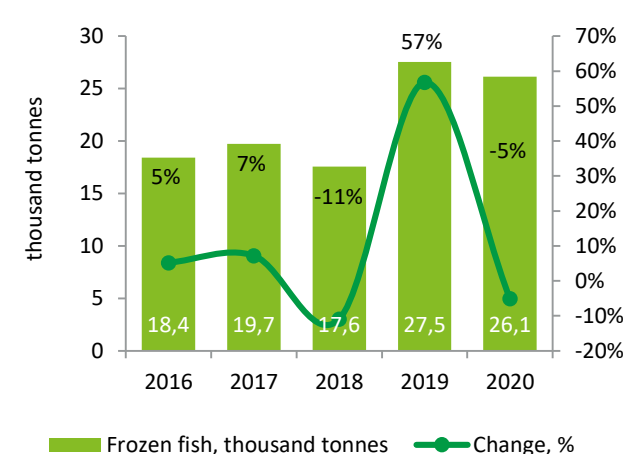
Change in production of fish fillets, other fish flesh (cut or not), fresh or chilled, thousand tonnes



Change in production of fish liver, roe and milt, fresh or chilled, tonnes



Change in production of frozen fish, thousand tonnes



- In 2020, the production of fresh or chilled fish fillets and other fish flesh (cut or not) in Kazakhstan amounted to 2.4 thousand tonnes, 37% more than in 2019. The average annual rate of decline in the period 2016-2020 was 7%. In 2020, the largest volume was produced in Atyrau region (970 tonnes or 41%) and Almaty region (959 tonnes or 40%).
- In 2020, Kazakhstan produced 1,851 tonnes of fish liver, roe and milt, fresh or chilled and demonstrated a 139% increase vs 2019. From 2016 to 2020, the compound annual growth rate was 32%. In 2020, West Kazakhstan region produced 1,835 tonnes of fish liver, roe and milt, fresh or chilled, which accounts for 99.1% of the total.
- Total production of frozen fish in the country amounted to 26.1 thousand tonnes in 2020, which indicates a decrease by 5% compared to the previous year. At the same time, the compound annual growth rate from 2016 to 2020 was 7%. In 2020, most of frozen fish is produced in Atyrau region (8,063 tonnes or 31%), East Kazakhstan region (6,746 tonnes or 26%), Turkestan region (4,643 tonnes or 17.8%) and Kyzylorda region (4,575 tonnes or 17, 5%).

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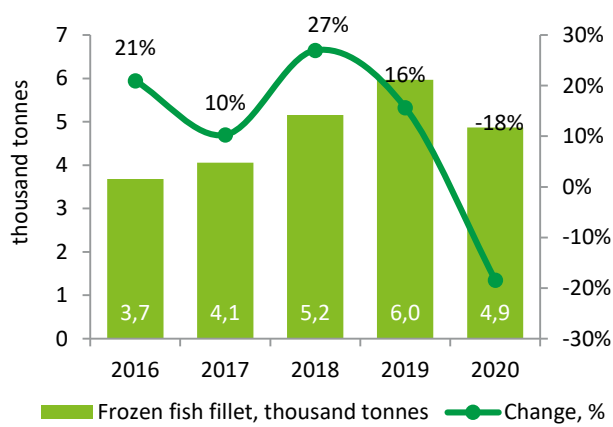
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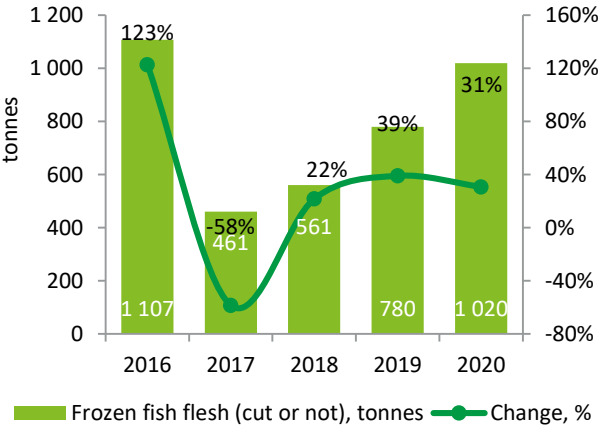
Fresh, chilled or frozen fish production in Kazakhstan (2/2)



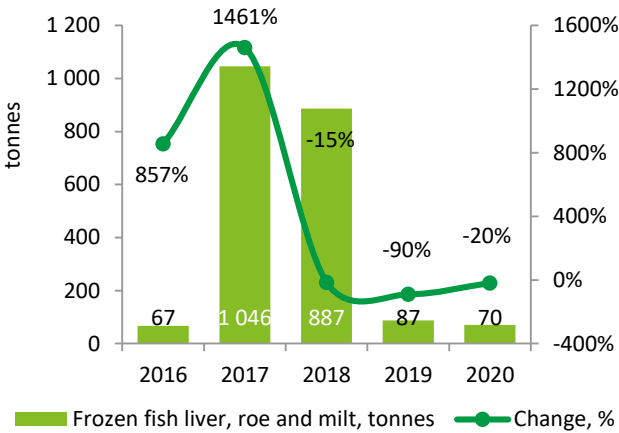
Change in production of frozen fish fillets, thousand tonnes



Change in production of frozen fish flesh (cut or not), tonnes



Change in production of frozen fish liver, roe and milt, tonnes



- In 2020, Kazakhstan produced in total 4.9 thousand tonnes of frozen fish fillets, 18% less than in the previous year. The compound annual growth rate from 2016 to 2020 was 6%. In 2020, most of frozen fish fillets were produced in Almaty region (2,492 tonnes or 51.2%) and East Kazakhstan region (1,061 tonnes or 21.8%).
- The same year, production of frozen fish flesh (cut or not) in the country showed a 31% growth compared to 2019 and reached 1,020 tonnes. The average annual rate of decline in the period 2016-2020. was 2%. In 2020, the largest shares of total production fell at East Kazakhstan region (506 tonnes or 49.6%), Kyzylorda region (189 tonnes or 18.5%) and Almaty region (163 tonnes or 16%).
- In 2020, production of frozen fish liver, roe and milt totalled 70 tonnes in 2020, which is 20% less compared to 2019. The compound annual growth rate in the period from 2016 to 2020 was 1%. In 2020, Kyzylorda region produced 69 tonnes of frozen fish liver, roe and milt, which accounts for 98.6% of the total.

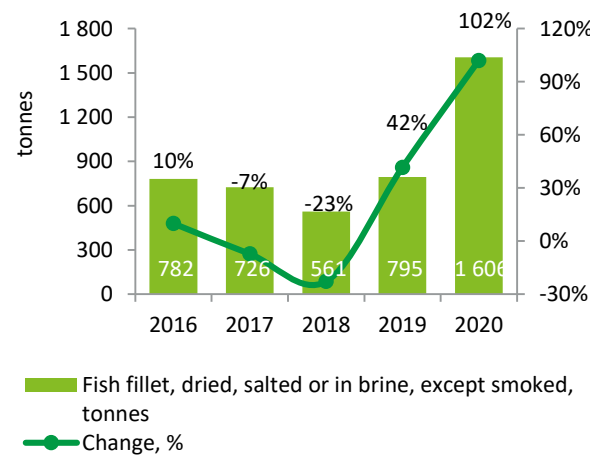
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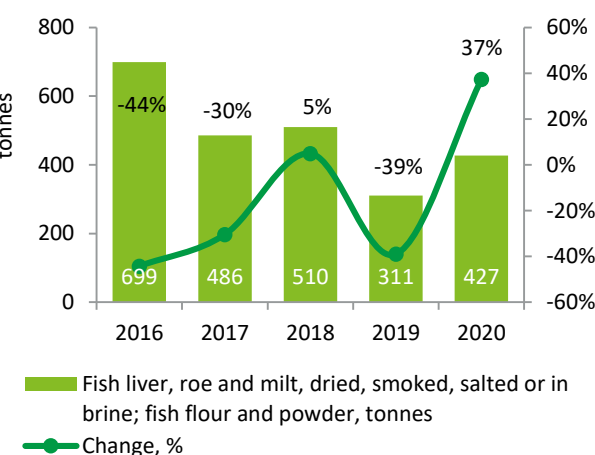
Production of cooked or canned fish, as well as caviar and its substitutes in Kazakhstan (1/2)



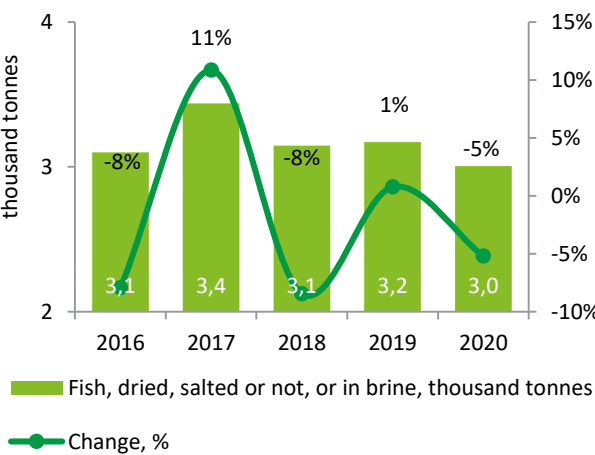
Change in production of fish fillets, dried, salted or in brine, except smoked, tonnes



Change in production of fish liver, roe and milt, dried, smoked, salted or in brine; fish flour and powder, tonnes



Change in production of fish, dried, salted or not, or in brine, thousand tonnes



- In 2020, Kazakhstan produced 1,606 tonnes of fish fillets (dried, salted or in brine, except smoked), which indicates a 102% rise compared to 2019. The compound annual growth rate over 2016-2020 was 15%. In 2020, 100% of this production was concentrated in Turkestan region (929 tonnes or 57.8%) and Almaty region (677 tonnes or 42.2%).
- The total production of fish liver, roe and milt (dried, smoked, salted or in brine), fish flour and powder in Kazakhstan amounted to 427 tonnes in 2020, which is 37% more than in the previous year. The average annual rate of decline from 2016 to 2020 was 9%.
- In 2020, the production of fish (dried, salted or not, or in brine) in Kazakhstan totaled 3 thousand tonnes, 5% less compared to 2019. The average annual decline over 2016-2020 was at 1%. In 2020, the largest volumes of fish (dried, salted or not, or in brine) were produced in Atyrau region (1,165 tonnes or 39%), Turkestan region (616 tonnes or 20%) and East Kazakhstan (378 tonnes or 13%)

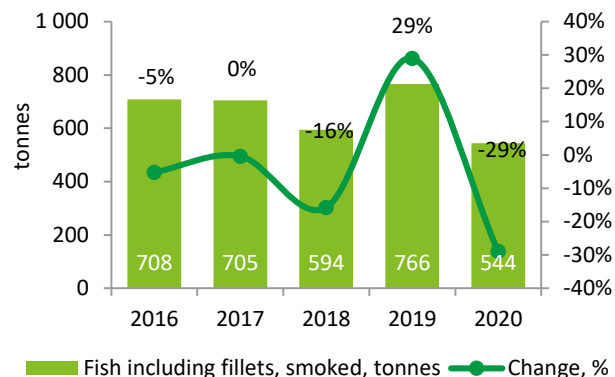
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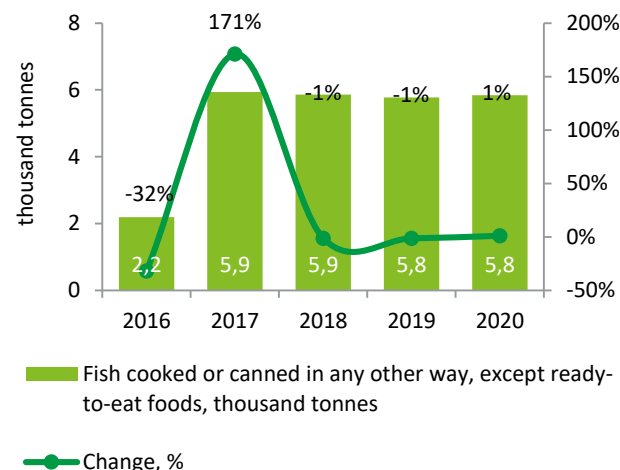
Production of cooked or canned fish, as well as caviar and its substitutes in Kazakhstan (2/2)



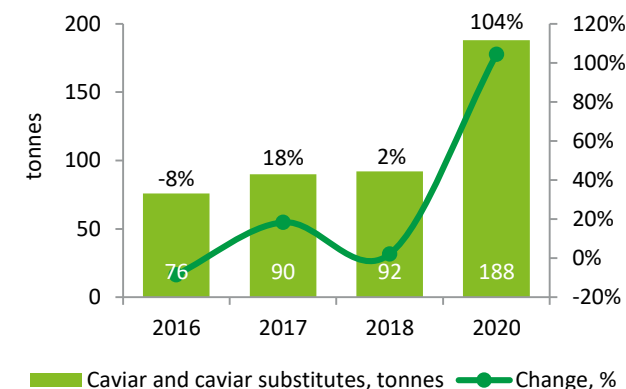
Changes in production of smoked fish including fillets, tonnes



Dynamics of production of fish cooked or canned in any other way, except for ready-to-eat foods, thousand tonnes



Dynamics of production of caviar and its substitutes, tonnes



- In 2020, the production of smoked fish (including fillets) amounted to 544 tonnes showing a decrease by 29% compared to 2019, with the average annual rate of decline of 5% over 2016-2020. In 2020, the largest volumes of this production were concentrated in East Kazakhstan (246 tonnes or 45%), Pavlodar region (95 tonnes or 17%) and Turkestan region (84 tonnes or 15%).
- The production of fish cooked or canned in any other way, except for ready-to-eat foods in Kazakhstan amounted to 5.8 thousand tonnes in 2020, which is 1% more than in 2019. The compound annual growth rate in the period 2016-2020 biennium was 22%. In 2020, most of the products were produced in West Kazakhstan (3,195 tonnes or 55%) and Turkestan region (1,863 tonnes or 32%).
- In 2020, Kazakhstan produced 188 tonnes of caviar and its substitutes, which is 104% more than in 2019. The average annual growth over 2016 to 2020 was at 20%

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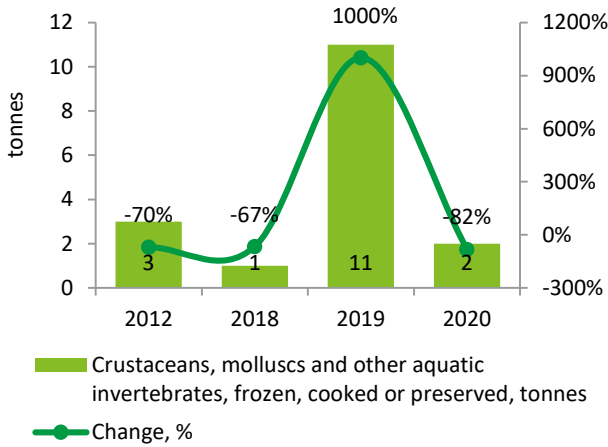
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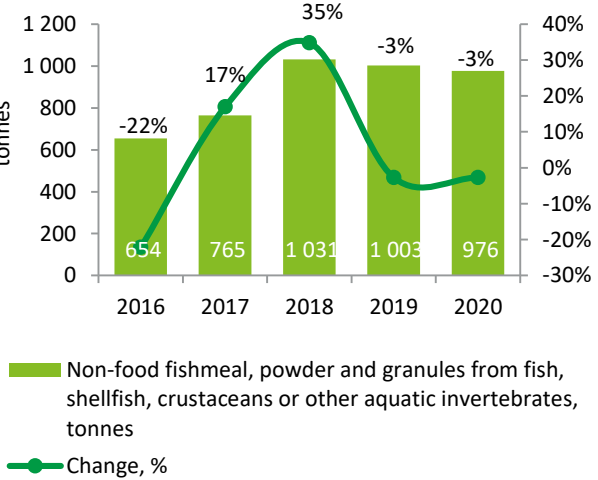


Production of shellfish, crustaceans and aquatic invertebrates (frozen, cooked or canned), as well as services for smoking and other methods of fish product canning and processing in Kazakhstan

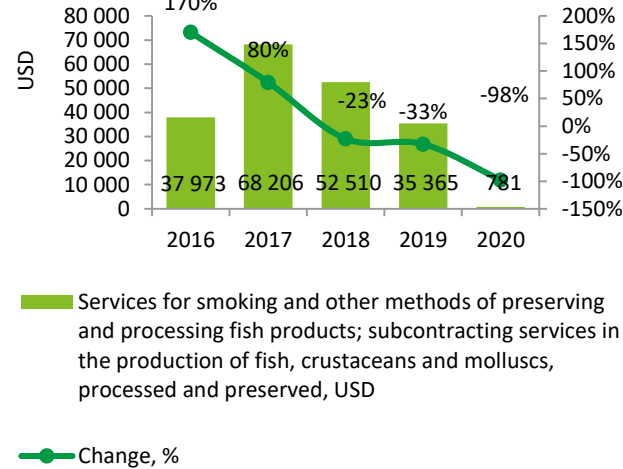
Change in production of shellfish, crustaceans and other aquatic invertebrates, frozen, cooked or canned, tonnes



Change in production of non-food fishmeal, powder and granules from fish, shellfish, crustaceans or other aquatic invertebrates, tonnes



Change in provision of services for smoking and other methods of canning and processing; subcontracting services in production, USD



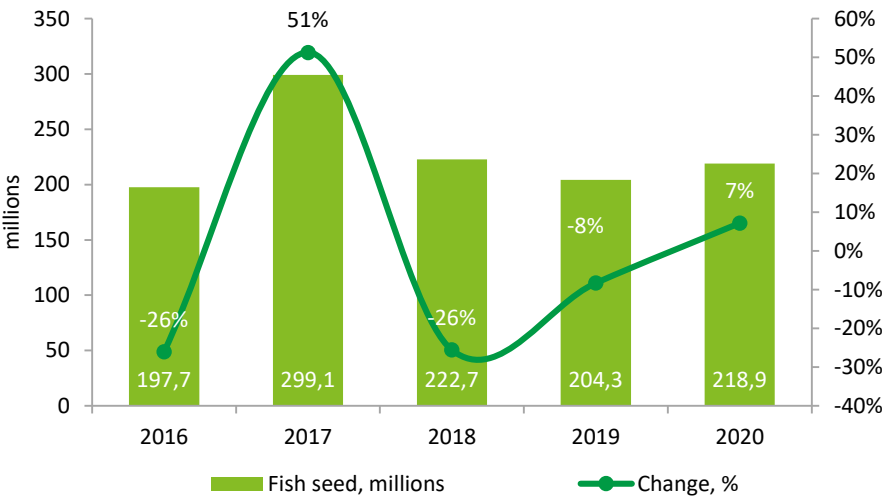
- In 2020, the national production of shellfish, crustaceans and other aquatic invertebrates, frozen, cooked or canned, shrank to 2 tonnes, which is 82% less than in 2019. The average annual rate of decline in the period 2012-2020 was 4%. In 2020, Pavlodar region was the only region to produce this category of products.
- In 2020, the production of non-food fishmeal, powder and granules from fish, shellfish, crustaceans or other aquatic invertebrates in the country reached 976 tonnes, 3% less than in 2019. The average annual growth over 2016 to 2020 was at 8%. In 2020, the largest volumes of products were produced in Almaty region (680 tonnes or 69.7%) and East Kazakhstan (241 tonnes or 24.7%).
- In 2020, services for smoking and other methods of fish product preserving and processing, as well as subcontracting services in production of processed and preserved fish, shellfish and crustaceans in Kazakhstan were provided for the total of 781 USD, which is 98% less than in 2019. The average annual rate of decline from 2016 to 2020 was 52%. In 2020, 100% of services were rendered in North Kazakhstan.

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Availability of raw materials: fish seed

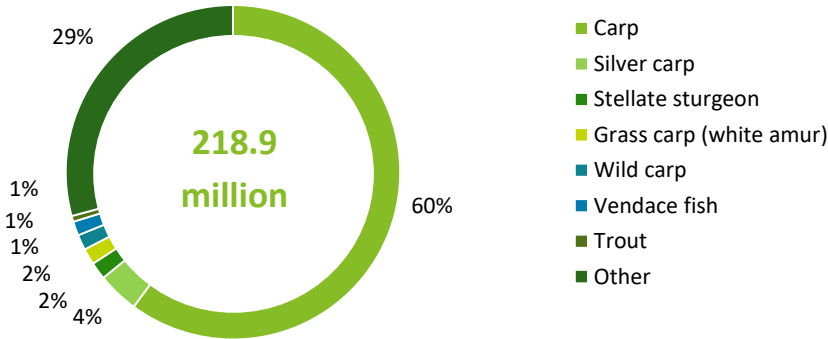


Cultivation of fish seed in Kazakhstan

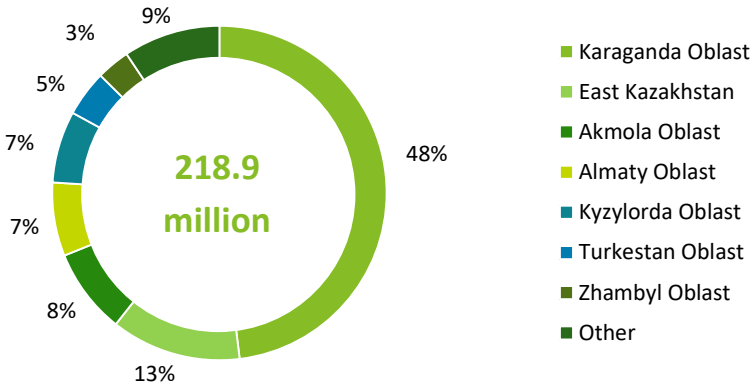


- Over the period of 2016 to 2020, the cultivation of fish seed in Kazakhstan was unstable, with CAGR of 2.6%. In 2020, the largest share in the structure of fish seed cultivation fell at carp (60%) followed by silver carp (4%) etc.
- Speaking of the regional distribution, a significant part of the fish stock was grown in Karaganda region - 48%, East Kazakhstan - 13% and Akmola region - 8%.

Structure of growing fish seed in Kazakhstan by fish species, 2020



Structure of growing fish seed in Kazakhstan by region, 2020



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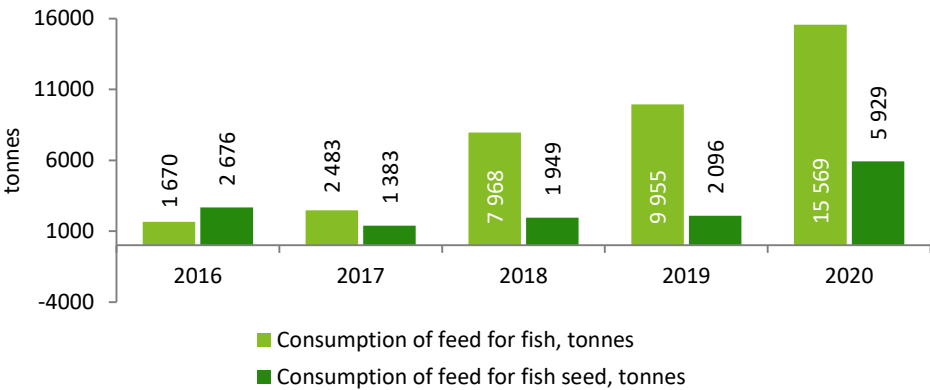
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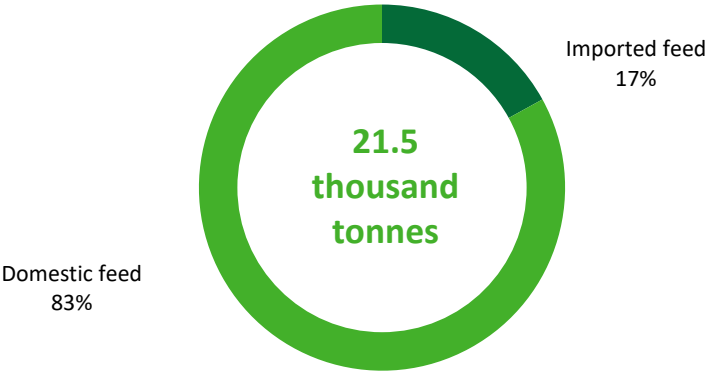
Availability of raw materials: feed for fish in different growth stages in Kazakhstan



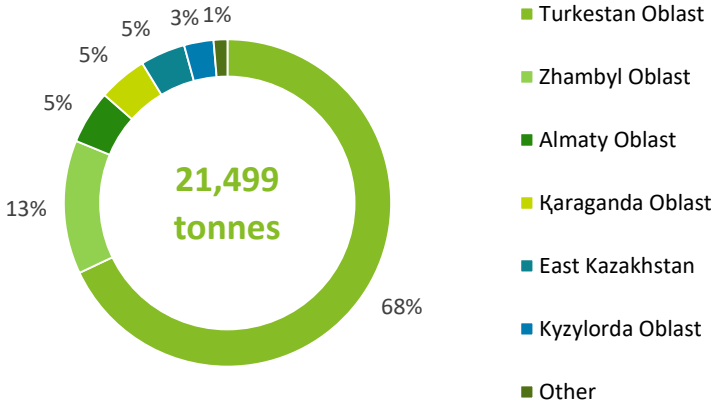
Change in consumption of fish feed in Kazakhstan, tonnes



Structure of consumption of fish feed by source of production, 2020



Structure of consumption of fish feed in Kazakhstan by region



- In 2020, the consumption of fish feed increased by 78% compared to 2019 and amounted to 21.5 thousand tonnes. The compound annual growth rate over the past 5 years reached 49.1%. In 2020, the local feed accounted for 83% (17.7 thousand tonnes) of the total, while the share of imports was 17% (3.8 thousand tonnes)..
- Based on the official data, in 2019, about 12.5 thousand tonnes of feed were required to grow 7 thousand tonnes of fish. Today, 14 enterprises with a total annual capacity of 136 thousand tonnes are engaged in the production of feed in Kazakhstan. However, feed is mainly produced for carp species. Cultivation of more valuable fish species necessitates imports of feed.
- It is planned to build a feed mill for the production and processing of fish feed in Karaganda region worth 71.3 mln USD in 2021. As expected, this project will be implemented within Saryarka special economic zone. The implementation timeline is 2021-2022. The plant capacity will reach 1,000 tonnes per day.

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Availability of raw materials: fish feed manufacturers in Kazakhstan



Manufacturers of fish feed in Kazakhstan are listed below.

List of fish feed manufacturers

No	Name	Location	Description	Information source
1	AQUA ALLIANCE LLP	Almaty	Founded in Kazakhstan in 2013, the company is engaged in the production of extruded combined feed for carp, sturgeon and salmon species, as well as the artificial cultivation of rainbow trout.	aqua-alliance.kz
2	GOODZHEM LLP	Taraz	The company's key business is the production of compound feed for all types of farm animals, poultry and fish.	goodzhem.kz
3	Germes 4 LLP	Kostanai	Production of feed additives for cattle, small cattle, birds, fish, etc. The plant produces about 3000 tonnes of finished products.	hermes4.all.biz
4	JSV Combisnab	Almaty region	Since 2002, the company has been producing pelleted feed for pets, cattle, horses, birds, fish, etc. The capacity is 30 tonnes per day.	kombisnab.all.biz
5	KazKorm LLP	Almaty region	The company produces and sells extruded feed compounds and dry feed for fish and pets.	n/a
6	SSA Feed Mills LLP	Almaty	The company's key business is the production of compound feeds and concentrates for all types of farm animals, poultry and fish. Production capacity is 60 thousand tonnes per year.	too-ssa.satu.kz
7	PartnerAgro LLP	Akmola region	The company is a supplier of processed agricultural products, animal feed, protein, vitamin and mineral supplements, feed for animals, poultry and fish.	n/a
8	Krupy Vostoka LLP	Almaty	The feed mill was established in 2008. The main activity of the enterprise is grain processing and the production of complete feed for farm animals and fish.	korma-vostoka.kz

Source public sources

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Availability of raw materials: fish feed manufacturers in Kazakhstan



Manufacturers of fish feed in Kazakhstan are listed below.

List of fish feed manufacturers

No	Name	Location	Description	Information source
9	Agrofeed LLP	Kostanay	Kostanay grain company Agrofeed LLP is engaged in the production and sale of pelleted feed for all types of agricultural animals, poultry and fish.	n/a
10	LLP Gifts of Kazakhstan	Petropavlovsk	The company produces and sells pelleted feed for any specification	n/a
11	Kazcrop LLP	Petropavlovsk	The company produces fish food from environmentally friendly ingredients. Carries out delivery across Kazakhstan and for export.	n/a
12	Pet Food KZ LLP	Almaty	The company was founded in 2013, the number of employees is 25. The company produces dry food for pets (dogs and cats) and fish.	n/a
13	VostokAgro-Korm LLP	Ust-Kamenogorsk	The company was founded in 2018. It produces feed for broilers, quails, rabbits, cattle, pigs, turkeys, ducks, geese, fish.	n/a
14	LLP Nursat	Kostanay	The company was founded in 2003. It produces and sells agricultural products: all kinds of flour, grains, bran, feed	n/a

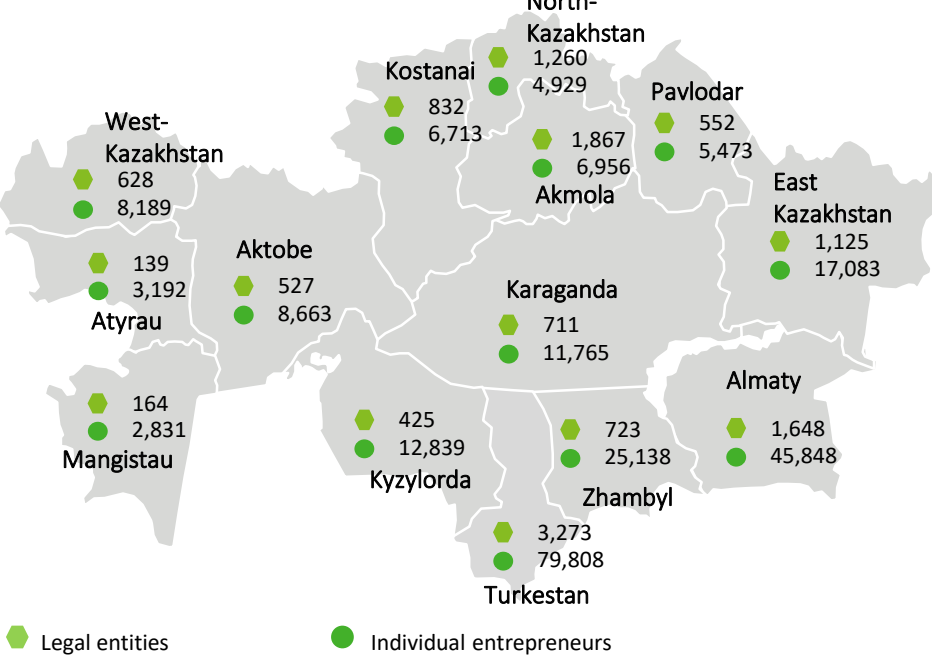
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Enterprises



Locations (regions) and numbers of operating enterprises in the agriculture, forestry and fishing industries, September 2021



Number of legal entities in the agriculture, forestry and fishing industries, September 2021

	Total	of which			
		state-owned	business partnership	joint stock company	other organisational and legal forms
Agriculture, forestry and fishing industries	15,482	33	10,984	25	4,440
small	15,174	28	10,703	16	4,427
medium-sized	256	4	237	5	10
large	52	1	44	4	3

Number of individual entrepreneurs in the agriculture, forestry and fishing industries, September 2021

	Total	including those operating	
		Individually	as joint entrepreneurs
Republic of Kazakhstan	1,095,188	1,023,917	71,271
Agriculture, forestry and fishing industries	243,833	172,645	71,188

By September 2021, a total of 15,482 Kazakhstan legal entities were operating in the agriculture, forestry and fishing industries, of which small businesses accounted for approximately 98%. The majority of legal entities are in Turkestan region (21%), Akmola region (12%) and Almaty region (11%). In addition, 243,833 individual entrepreneurs were registered as operating in the sector, of whom the majority were located in Turkestan region (33%), Almaty region (19%) and Zhambyl region (10%).



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Major manufacturers of fish products in Kazakhstan (1/4)



The largest companies in the fishing and fish farming industry of Kazakhstan are described below.




Company	Location	Description	Production capacity	Products	
	Rybprom LLP	Almaty	<ul style="list-style-type: none">Leading Kazakhstani fish production enterprise. The company provides a full cycle of waste-free production of fish products, from catching and processing fish, to producing finished products, as well as processing fish residues into fish meal and mixed feed.Rybprom LLP is a registered exporter to the EU countries. The main source of fish raw materials are fresh fishing reservoirs in Kazakhstan such as Balkhash Lake, Zaysan Lake, Kapchagai reservoir and Aral Sea.The company artificially reproduces fish seed and stock the country's reservoirs with fish annually. The company also has a fish processing complex where 6 types of aquaculture are grown.	<ul style="list-style-type: none">n/a	<ul style="list-style-type: none">freshwater fishsea fishfish snacksfish semi-finished productsfish culinary semi-finished products
	BalkhashBalyk Firm LLP	Karaganda region	<ul style="list-style-type: none">The company includes 2 fish factories, 1 fishing base, 3 refrigeration shops, smoking shop, canning shop, fat-and-meal shop.The company organizes the production and reception of fish from Balkhash Lake and the Ili River (wild carp, bream, catfish, pike perch, etc.).It exports products to the CIS countries, Lithuania and Germany.Fish catch is seasonal, from April to November. Fish processing operations go on all year round.	<ul style="list-style-type: none">Pike perch fillets – 112 tonnes annuallysmoked and dried fish – 29 tonnes per yearfrozen fish - 347 tonnes annuallyFishmeal - 200 tonnes annually	<ul style="list-style-type: none">The enterprise produces frozen fish, smoked-dried fish, fish fillets, feed fishmeal, fish semi-finished products

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Major manufacturers of fish products in Kazakhstan (2/4)






Company	Location	Description	Production capacity	Products
 Khamit Rural Consumer Cooperative	Turkestan region	<ul style="list-style-type: none">The company's activities include catching and growing fish, processing and selling fish products. Khamit Cooperative has its own fleet of self-propelled and auxiliary vessels for commercial fishing.The products are supplied to Lithuania, Russia, Israel, Germany, Georgia, Uzbekistan, the USA, as well as to the domestic market.	2,640 tonnes of finished products per annum	<ul style="list-style-type: none">Live, dried, smoked and frozen fish, salted and dried products.
 KazOrganicProduct LLP	Almaty region	<ul style="list-style-type: none">A large full-cycle fishery enterprise in Kazakhstan using recirculating aquaculture system, which allows full control of the entire process of product growth, from fry to marketable fish.The company has a broodstock of fish, independently obtains fish seed, and uses environmentally friendly feed of its own production.All products are grown in artificial pools, the water circulates in the recirculation system and passes through the purification stages	<ul style="list-style-type: none">Annual production volumes at 100% capacity utilization are about 10,000 tonnes of clarias, 500 tonnes of white fish, 10 tonnes of Australian red claw crayfish.	<ul style="list-style-type: none">Clarias, barramundi, striped bass, tilapia, jade perch and Australian red claw crayfish.
 FishHouse LLP	Almaty	<ul style="list-style-type: none">Kazakhstan fish processing enterprise, a large importer and supplier of fresh frozen fish and seafood to the domestic market.The company is focused on the processing of raw materials supplied from Norway, Chile, the Far East region of Russia, and Vietnam. The company also processes raw materials from the fishery reservoirs of the Kazakhstan (Balkhash and Zaysan lakes, Kapchagai reservoir).	n/a	<ul style="list-style-type: none">Red fish, frozen fish, caviar, fish fillets, cold smoked fish, salted fish, other seafood.

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Major manufacturers of fish products in Kazakhstan (3/4)






Company	Location	Description	Production capacity	Products
 Karaganda Sturgeon LLP	Karaganda region	<ul style="list-style-type: none">Karaganda-Sturgeon is a company engaged in freshwater fish farming, processing of black caviar, and sale of fish products.Growing of sturgeon fish takes place in recirculating aquaculture system. The technological line includes: fish-breeding basins, a water oxygen enrichment system, a deep water purification system, groups of pumping stations, ventilation chambers, a smoking workshop, processing and packaging units, computer control of equipment.	<ul style="list-style-type: none">2.5-3 tonnes of black caviar per year.	<ul style="list-style-type: none">black caviar (sturgeon)chilled fish and seafoodlive fish and seafood
 Lugovskoy Stud Farm	Zhambyl region	<ul style="list-style-type: none">Lugovskoy Stud Farm is a diversified enterprise. Primary business directions include breeding of pedigree horses, meat and dairy cattle, pig breeding, growing grain and oilseeds, fish farmingThe Atyrau section of Lugovskoy Stud Farm’s aquaculture farm sells meat and black caviar of sturgeon fish. The company uses the cage culture method to breed fish on the Ural River.Lugovskoy Stud Farm is engaged in primary processing of fish and caviar on site: cutting, salting, hot and cold smoking, fish freezing.The enterprise has storage facilities for feed.	<ul style="list-style-type: none">200 tonnes of marketable fish per year, with the production of caviar – 10 tonnes per year	<ul style="list-style-type: none">Within the framework of its fishery business, the company produces fish flesh and black caviar of sturgeon fish species.
 "Company" Zhenis 2006” LLP	Almaty region	<ul style="list-style-type: none">In 2011, the company launched a fish processing plant and an assortment of fish products. The plant is equipped with the latest fish processing and storage equipment.The quality of the products is controlled by a European-level technologist. The local assortment of fish is caught by the company’s own resources on Lake Balkhash and is subject to control from the moment of catch to processing into finished products.	<ul style="list-style-type: none">n/a	<ul style="list-style-type: none">Chilled fish and seafood

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Major manufacturers of fish products in Kazakhstan (4/4)



Company	Location	Description	Production capacity	Products
	Caspian Royal Fish LLP	Atyrau	<ul style="list-style-type: none"> Kazakhstan-based sturgeon farm where marketable fish is grown and sturgeon caviar is obtained using the "from caviar to caviar" technology. The fish are raised in natural ponds created on the farm's territory, as well as in pools with recirculating aquaculture system. The Ural River is used as the natural source of water supply - The plant operates in a closed caviar production cycle. Farmed fish are divided into two types - marketable fish and broodstock. The former are grown for the sale of marketable sturgeon, the latter are needed to obtain caviar for sale. Caviar ripening occurs naturally, without the use of hormones and growth boosters. 	<ul style="list-style-type: none"> up to 2.5 tonnes of black caviar per year granular black caviar under the Caspian Caviar brand Russian sturgeon Siberian sturgeon sterlet
	Kuzmich LLP	East Kazakhstan	<ul style="list-style-type: none"> Kazakhstan-based enterprise engaged in fishing, growing and selling fish. The company grows fish using the recirculating aquaculture technology. 	<ul style="list-style-type: none"> 20-30 tonnes of products per annum fillets minced meat river fish carcasses (wild carp, pike perch, pike, perch, crucian carp, bream) dried fish
	Ost Fish LLP	East Kazakhstan	<ul style="list-style-type: none"> The company is focused on cultivation of sturgeon species using the recirculating aquaculture systems. 	<ul style="list-style-type: none"> 45 tonnes of sturgeon and 4 tonnes of black caviar per annum Sturgeon, black caviar

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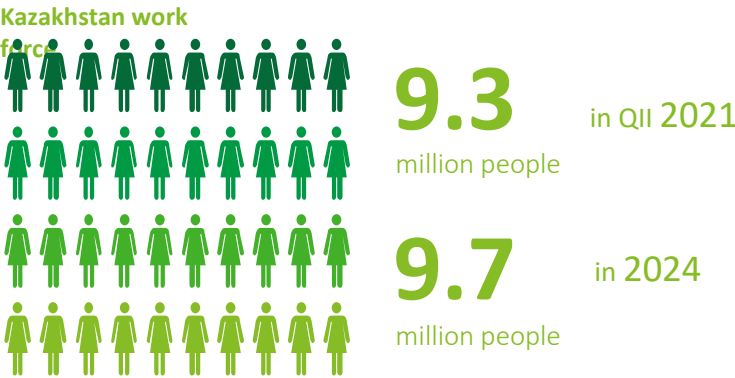
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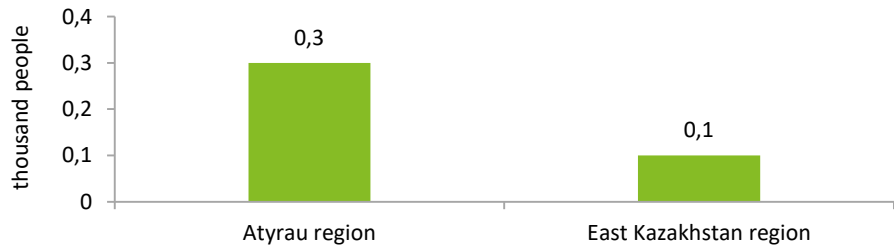


Human resources (1/2)



The Kazakhstan work force is made up of 9.3 million people, of whom 95% (8.8 million) are employed and 5% (0.5 million) are unemployed.

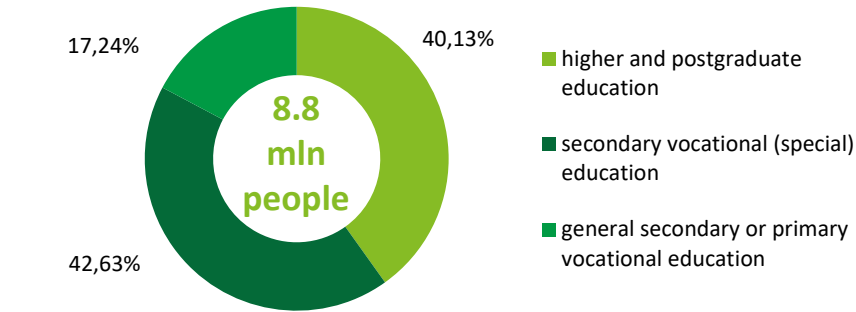
People working in plant and animal breeding, hunting and related services by region for 2021 Q2



In QII 2021, 100% of people working in fishing and aquaculture sector in Kazakhstan was concentrated in two regions: in Atyrau region - 75% and East Kazakhstan region - 25%.

Source: Kazakhstan Statistics Committee
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Allocation of employed persons, by level of education, 2021 QII



In this respect, the working population (8.8 million persons) includes 3.5 million persons with higher and subsequent education; 3.7 million persons with secondary (specialised) professional education; and 1.5 million persons with initial professional or secondary general education.

Headcount by economic activity, thousand persons

Index	QII 2020	QII 2021
Construction	151	130
Agriculture, forestry and fishing industries	67	67
Wholesale and retail trade	195	202
Education	999	1,011
Transportation and storage	223	214
State management and defence	397	395
Professional, academic and technical activities	78	75

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Human resources (2/2)

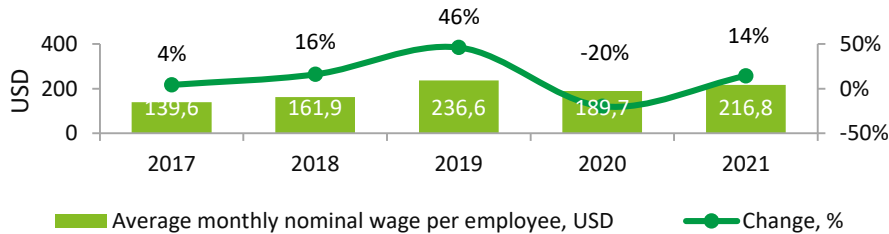


Number of people working in fishing and aquaculture in 2021 QII



People working in fishing and aquaculture make up 0.6% of total agricultural workers as at 2021 QII.

Average monthly nominal salaries of employees in fishing and aquaculture in Kazakhstan (as at Q2 of each year)

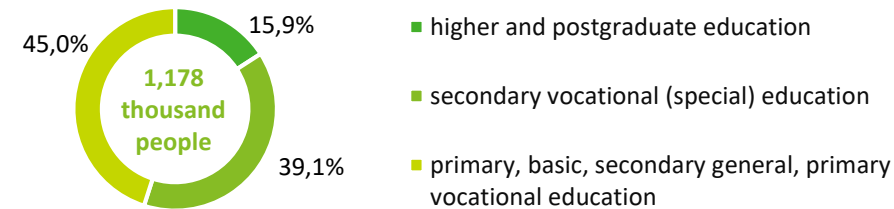


Average annual growth in nominal salaries was approximately 12%. Salaries grew significantly (by 46%) in 2019.

Source: Kazakhstan Statistics Committee

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Allocation of people working in agriculture, forestry and fishing industries, by education level, as at 2021 QI



The working population in the agriculture, forestry and fishing industries (1,178 thousand) includes 187 thousand with a higher and postgraduate education; 461 thousand with secondary vocational (special) education and 531 with a primary, basic, secondary general and primary vocational education.

Agriculture and forestry industry, fishing worker headcount, by position, thousand people

	QII 2017	QII 2018	QII 2019	QII 2020	QII 2021
Agriculture, forestry and fishing industries	64,5	63,2	66,4	67,1	67,3
Plant and animal breeding, hunting and related services	62,3	60,9	63,7	63,8	63,6
Forestry and lumbering	1,7	1,9	2,3	2,9	3,2
Fishing and aquaculture	0,5	0,4	0,5	0,4	0,4

Average annual growth in the number of people employed in the agriculture, forestry and fishing industries between 2017 Q2 and 2021 Q2 was 1.98%. In this respect, plant and animal breeding employees accounted for 0.6% of the total.

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Potential for consumption growth in Kazakhstan



Kazakhstan economic growth data

Index	2020	2021 F	2022 F	2023 F	2024 F	2025 F
GDP	-2,6%	3,7%	4,3%	4,1%	3,6%	3,5%
Personal consumption	-4,8%	6,4%	3,5%	3,4%	2,9%	2,8%
Government consumption	3,0%	2,0%	1,5%	2,0%	2,2%	2,2%
Gross capital expenditures	-5,0%	4,0%	3,5%	3,5%	4,0%	3,8%
Exports of goods and services	-9,7%	8,7%	7,8%	6,4%	4,5%	3,8%
Imports of goods and services	-8,9%	8,4%	4,9%	4,9%	3,6%	3,0%
Domestic demand	-3,2%	3,6%	3,2%	3,4%	3,1%	3,0%
Agriculture	5,6%	2,8%	2,9%	2,9%	2,9%	2,9%

- According to EIU forecasts, real GDP will grow by 3.7% in 2021 after slackening of economy by 2.6% in the previous year. Personal consumption in Kazakhstan will increase 6.4% after a 4.8% decline in 2020. Domestic demand will recover by 3.6% to a level exceeding pre-pandemic levels. Thanks to government efforts to stimulate the economy, gross investment in fixed assets will grow 4% after a 5% decline in the previous year.
- EIU has also forecast average agriculture industry growth of 0.5% between 2021 and 2025.
- In 2020, fish consumption in Kazakhstan was 5.4 kg/capita. The EIU forecasts that fish consumption in the country will reach 5.8 kg/capita by 2025, with CAGR of 1.2% between 2020 and 2025.
- The growth of the fishing industry is also expected in connection with active state support (the Programme for the Development of Fisheries of Kazakhstan), which contributes to the restoration and development of the country's fisheries, the introduction of new fish production facilities, the improvement of the conditions for fish farming and producing commercial fish products.

Source: EIU

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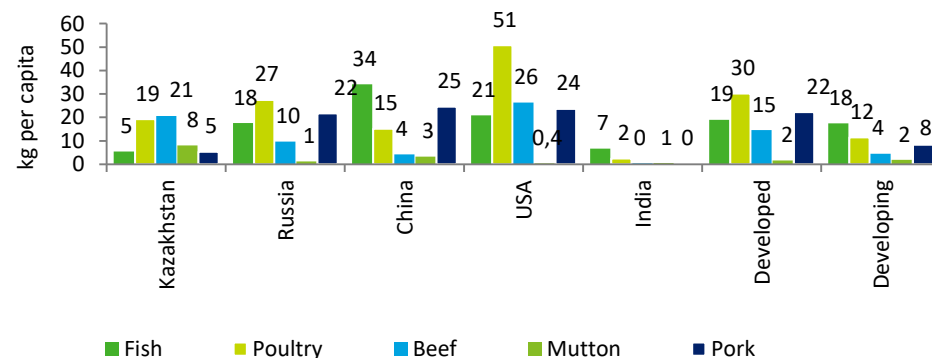
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Fish consumption in Kazakhstan (1/4)

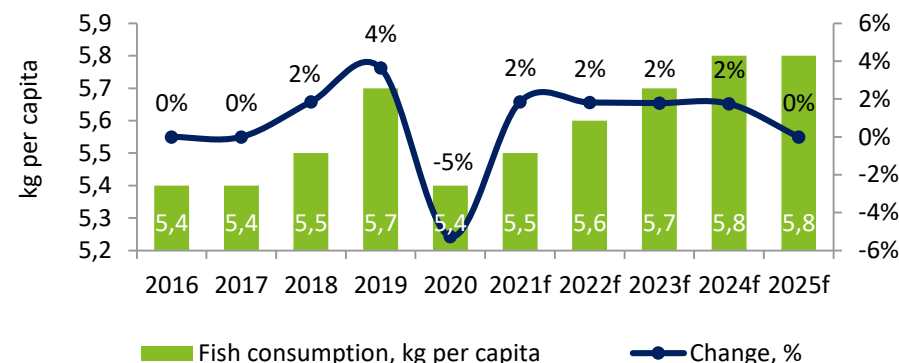


Consumption of various types of meat in 2020, kg/capita



- Fish is essential to a nutritious diet in many regions of the world. The high level of fish consumption is mainly due to its beneficial properties, taste and low price compared to other types of products. Also, according to the OECD, fish and fishery products are vital to national, regional and global food security and nutrition strategies and play an important role in transforming food systems and eradicating hunger and malnutrition.
- WHO recommends consuming at least 16 kg of fish products per year.
- According to the OECD, fish accounts for about 17% of animal protein and 7% of all protein consumed by the world's population.

Change in fish consumption in Kazakhstan, kg/capita



- In 2020, per capita fish consumption in Kazakhstan was only 5.4 kg.
- This indicator does not reach the physiological rate of 14 kg, established by the Kazakhstan Ministry of National Economy, and is also inferior to the average world fish consumption. In Russia and the United States, the level of fish consumption is second only to poultry.
- The low level of fish consumption in Kazakhstan is primarily due to the relatively low levels of its production and supply.
- However, according to EIU forecasts, fish consumption in the country will reach 5.8 kg/capita by 2025, with CAGR of 1.2% between 2020 and 2025.

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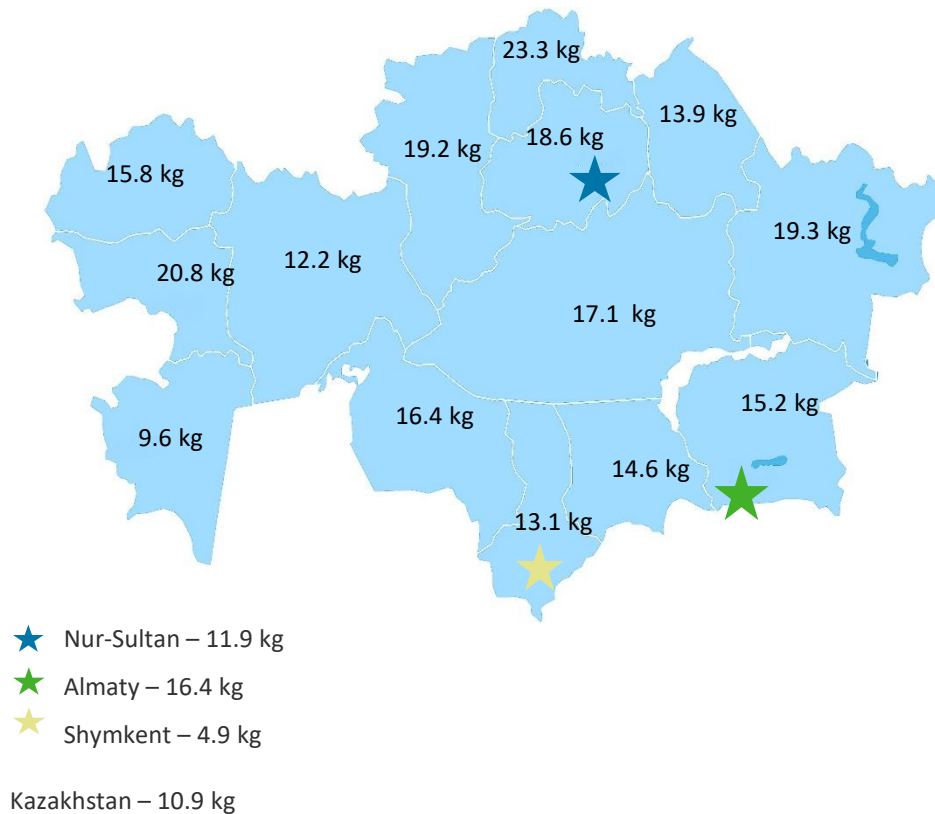
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Fish consumption in Kazakhstan (2/4)

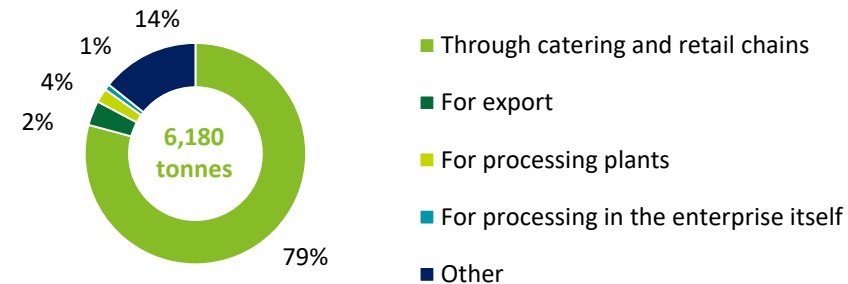


Consumption of fish and seafood by regions of Kazakhstan, kg per household



- In 2020, the consumption of fish and seafood by households in Kazakhstan was 15.1 kg per year. According to this indicator, Kazakhstan is inferior to both world average indicators and developed European and North American countries.
- In the context of Kazakhstan regions, a high level of fish consumption was recorded in the regions with large water bodies. These are Atyrau, Kostanai, Karaganda, Kyzylorda, West Kazakhstan and East Kazakhstan region. The highest level of fish consumption is in Atyrau region (20.8 kg), the lowest in Shymkent (4.9 kg).

Sales of farmed commercial fish through sales channels, tonnes



- In 2020, the volume of sold farmed commercial fish and other aquatic animals in the country reached 6,180 tonnes. By sales channels, the largest part of the products was sold through the public catering network and the retail network (4,894 tonnes or 79%). Commercial fish and other aquatic animals were also sold for exports (223 tonnes or 4%), to processing enterprises (127 tonnes or 2%), for processing in the enterprise itself (53 tonnes or 1%).

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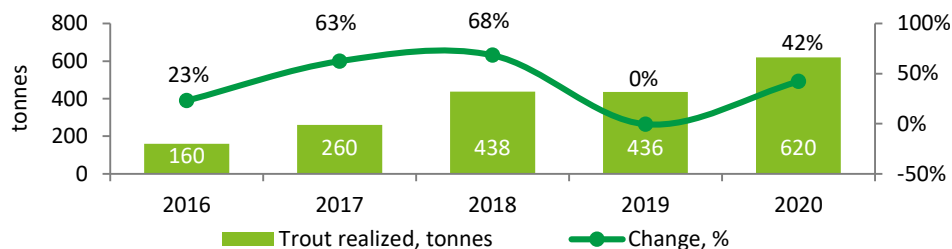
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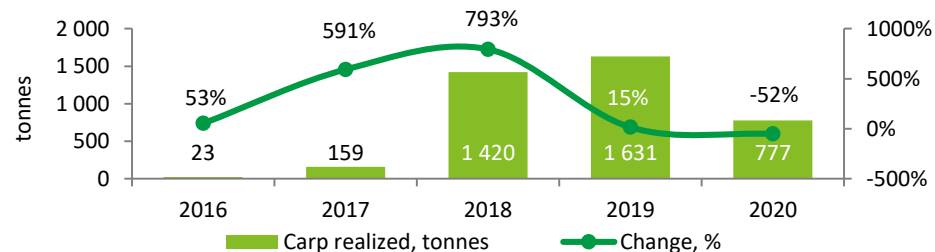
Fish consumption in Kazakhstan (3/4)



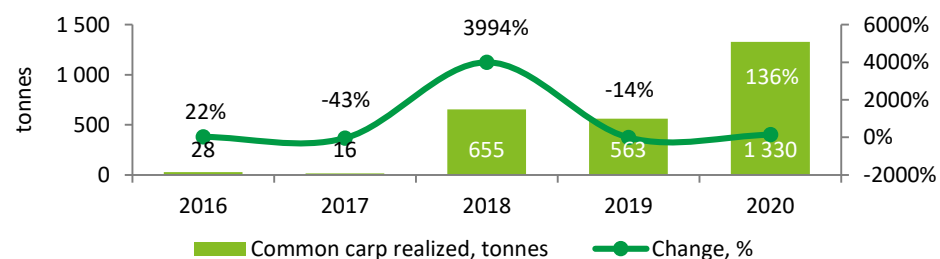
Change in consumption of trout, tonnes



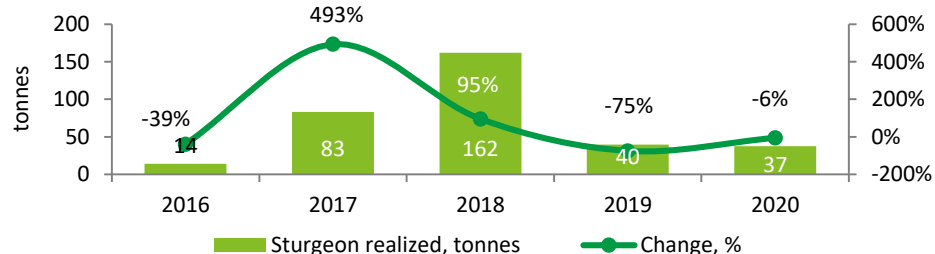
Change in consumption of carp, tonnes



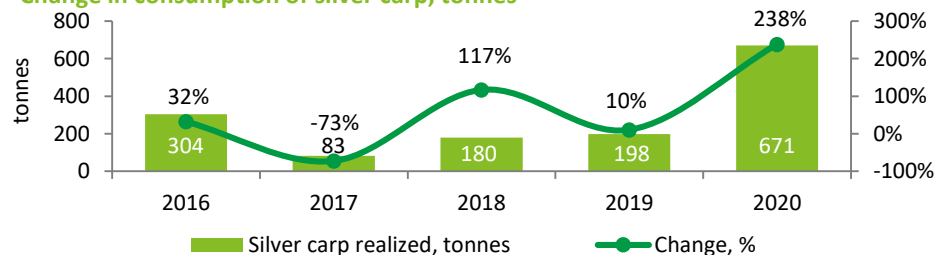
Change in consumption of common carp, tonnes



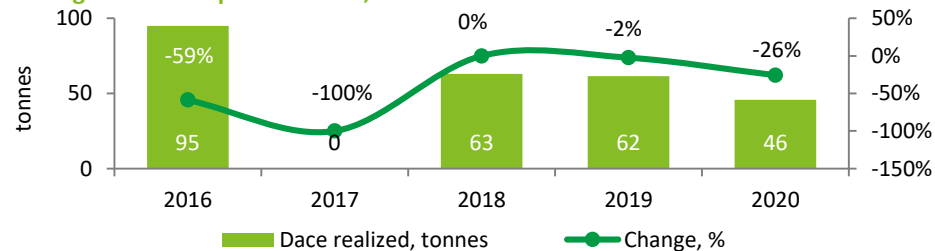
Change in consumption of sturgeon, tonnes



Change in consumption of silver carp, tonnes



Change in consumption of dace, tonnes



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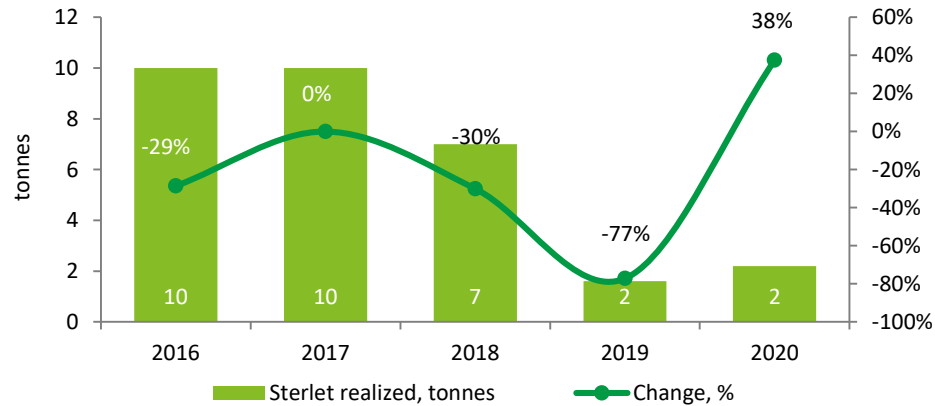
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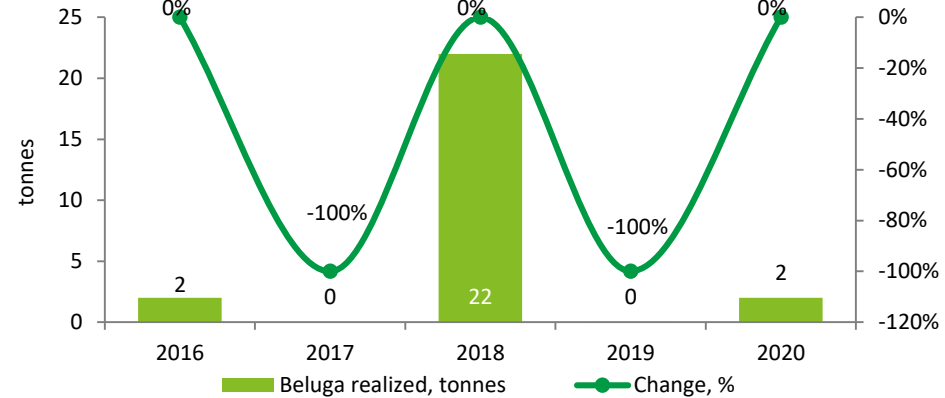
Fish consumption in Kazakhstan (4/4)



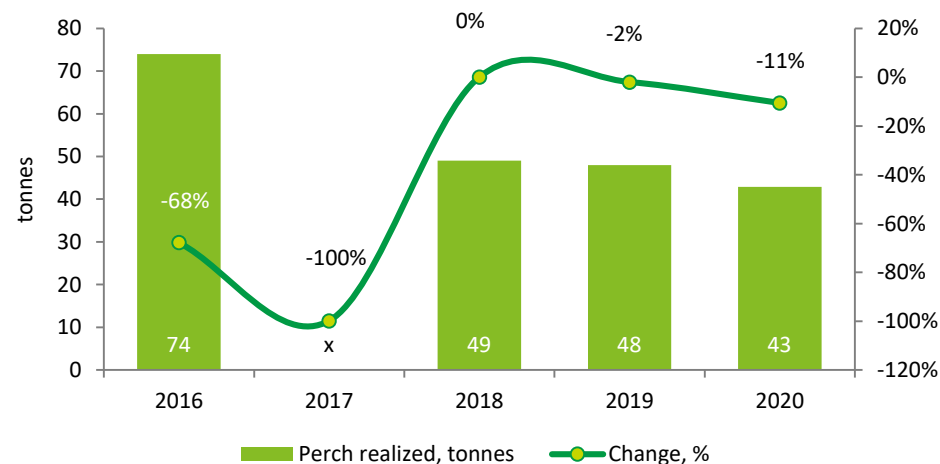
Change in consumption of sterlet, tonnes



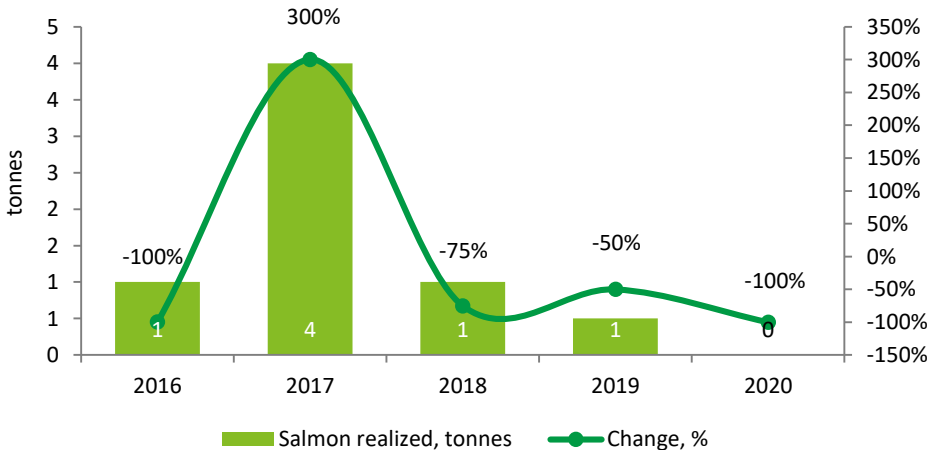
Change in consumption of beluga, tonnes



Change in consumption of perch, tonnes



Change in consumption of salmon, tonnes



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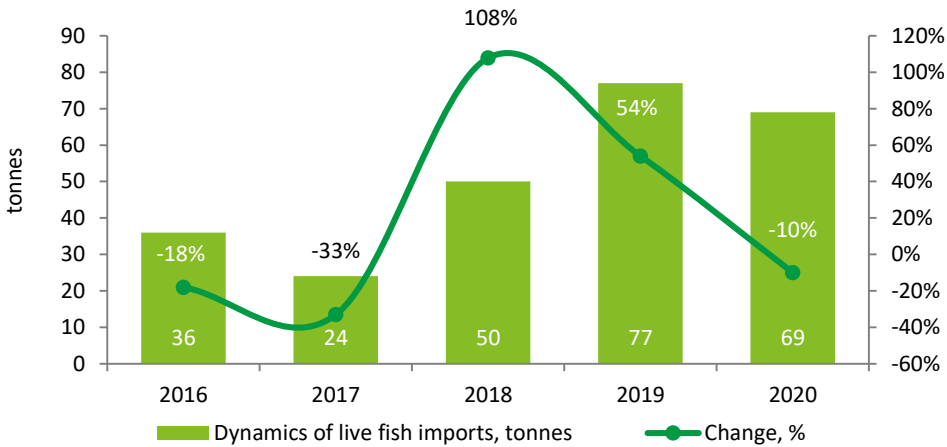


In 2020, Kazakhstan imported fish and fish products worth USD 67.9 million. The main import items were fresh or chilled Atlantic salmon (49%), frozen or chilled liver or caviar (17%) and frozen or chilled herring (16%). Norway and Russia were the main suppliers of fish and fish products to Kazakhstan.

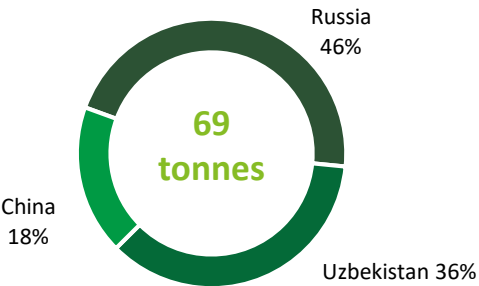
The following are the competitive advantages of foreign products supplied to Kazakhstan:

- One of the main competitive advantages of Norwegian and Russian products is their ecological characteristics as “wild fish and seafood caught in ecologically clean waters”. For example, Norway exports Atlantic salmon grown on organic ingredients, feed, GMO-free and antibiotic-free.
- Russian fish products have a lower price compared to suppliers of similar products from other countries and are more affordable in terms of logistics.

Change in imports of live fish



Structure of live fish imports into Kazakhstan, 2020



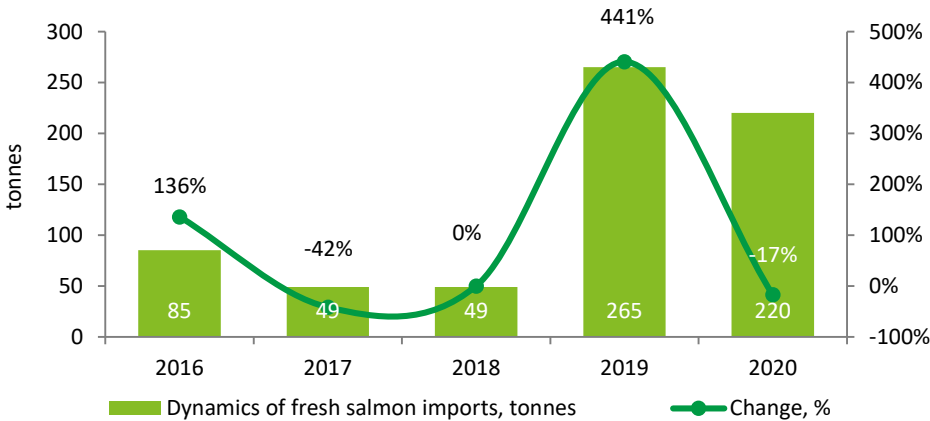
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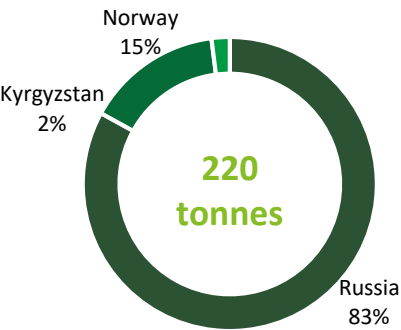
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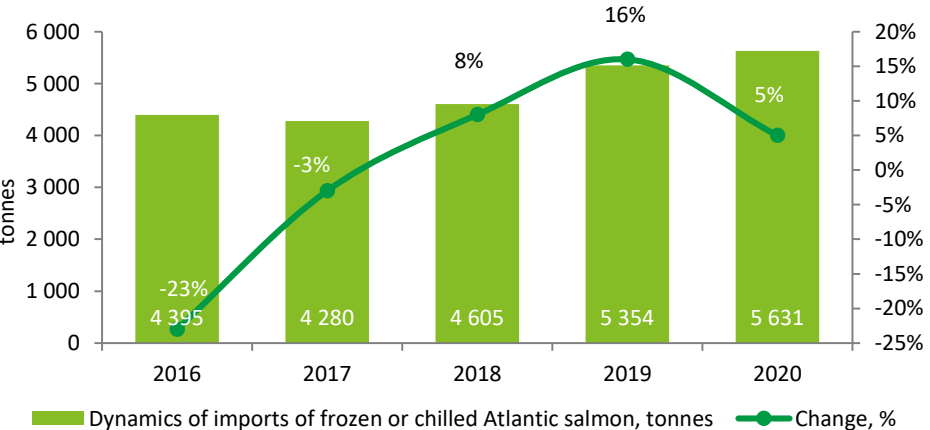
Change in imports of fresh salmon



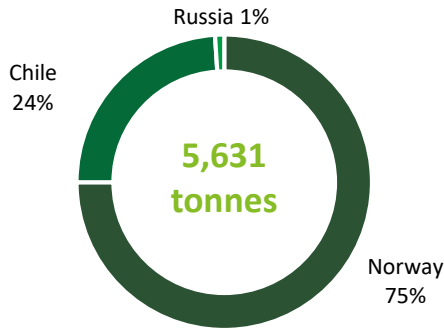
Structure of fresh salmon imports into Kazakhstan, 2020



Change in imports of fresh or chilled Atlantic salmon



Structure of fresh or chilled Atlantic salmon imports into Kazakhstan, 2020



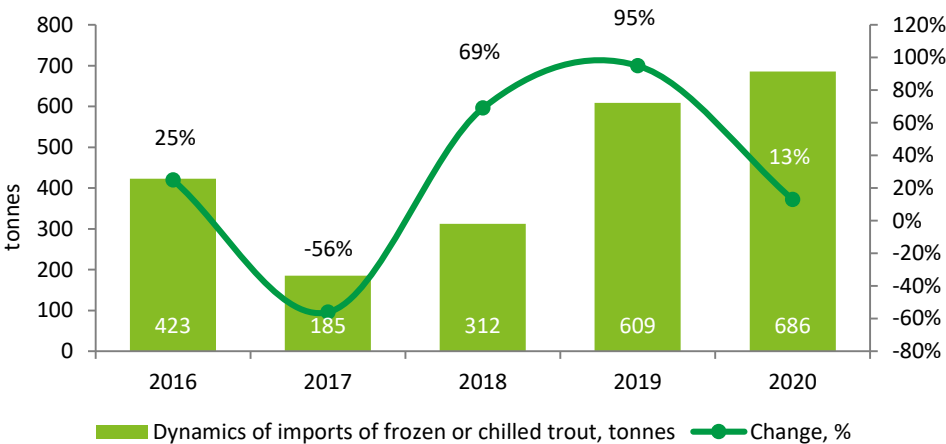
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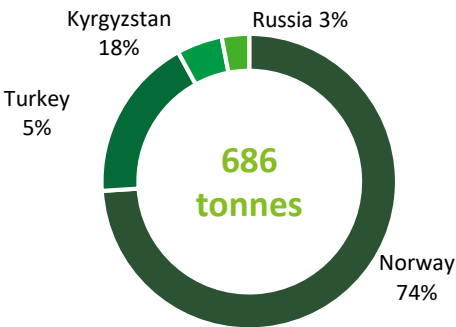
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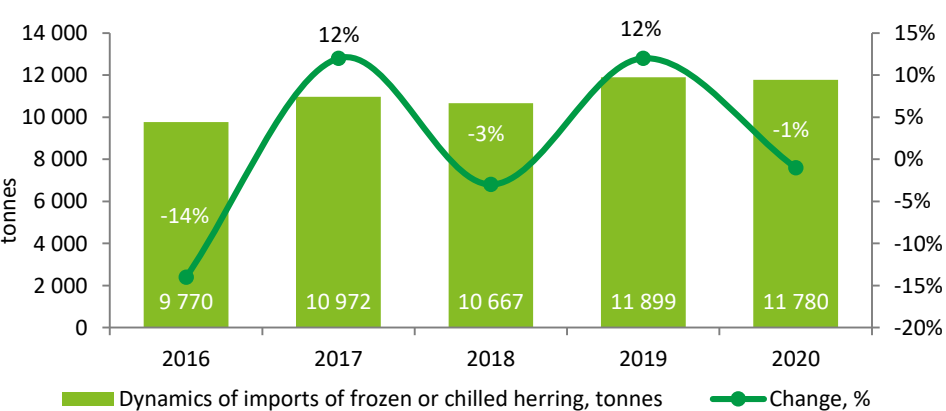
Change in imports of frozen or chilled trout



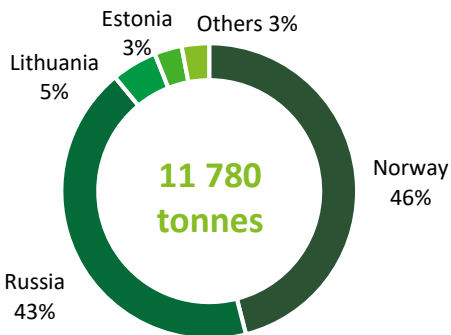
Structure of frozen or chilled trout imports into Kazakhstan, 2020



Change in imports of frozen or chilled herring



Structure of frozen or chilled herring imports into Kazakhstan, 2020



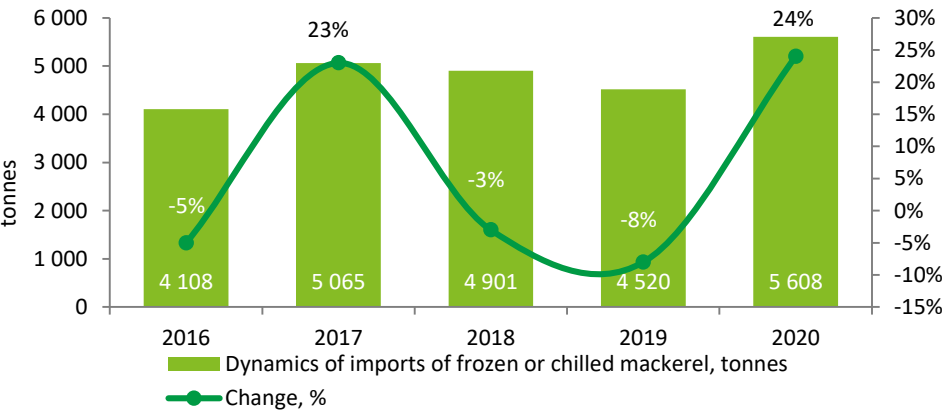
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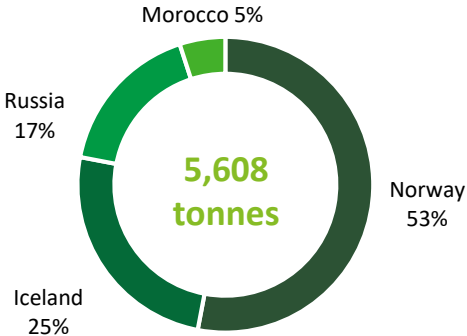
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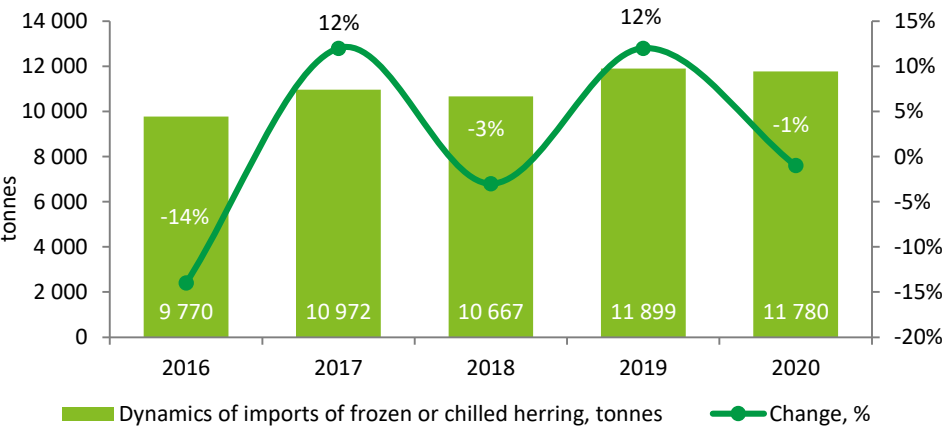
Change in imports of frozen or chilled mackerel



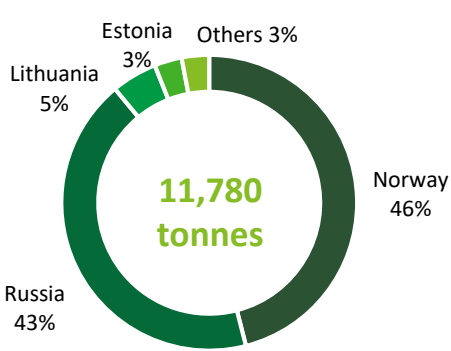
Structure of frozen or chilled mackerel imports into Kazakhstan, 2020



Change in imports of frozen or chilled herring



Structure of frozen or chilled herring imports into Kazakhstan, 2020



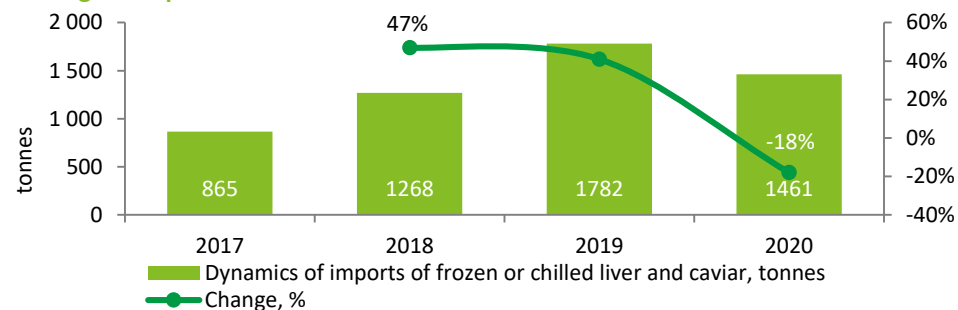
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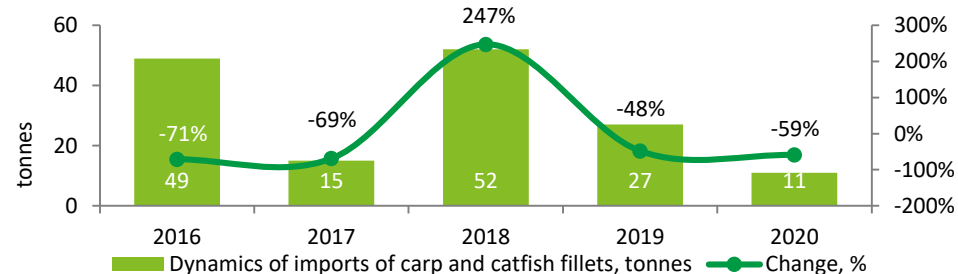
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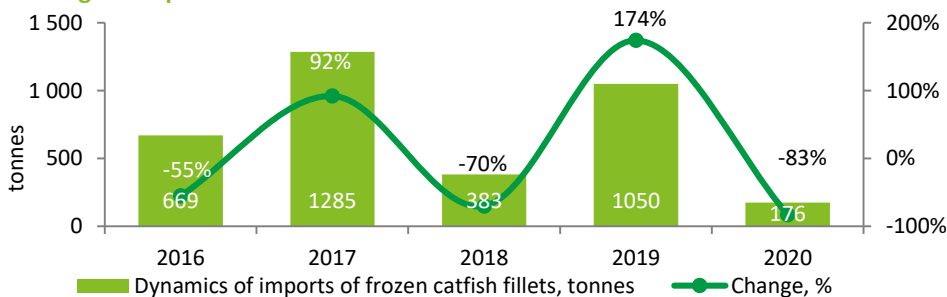
Change in imports of frozen or chilled liver and caviar



Change in imports of carp and catfish fillets



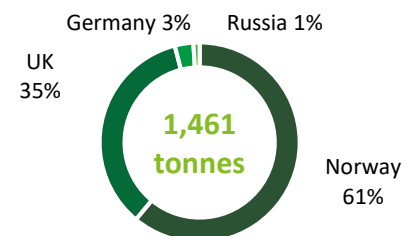
Change in imports of frozen catfish fillets



Source: Trademap.org

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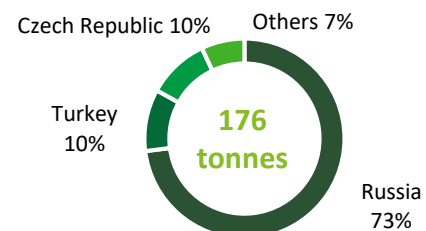
Structure of frozen or chilled liver and caviar imports into Kazakhstan, 2020



Structure of carp and catfish fillets imports into Kazakhstan, 2020



Structure of frozen catfish fillets imports into Kazakhstan, 2020



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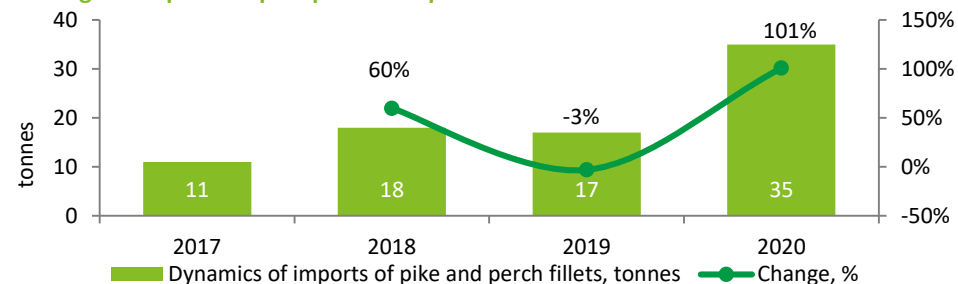
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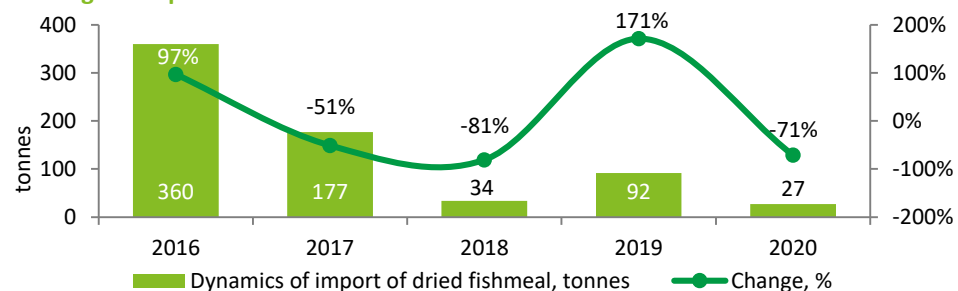
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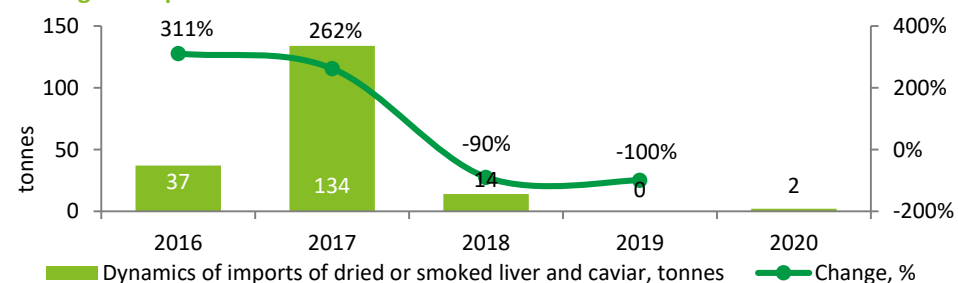
Change in imports of pike perch and pike fillets



Change in imports of dried fish flour



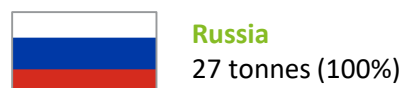
Change in imports of dried or smoked liver and caviar



Structure of pike perch and pike fillets imports into Kazakhstan, 2020



Structure of dried fish flour imports into Kazakhstan, 2020



Structure of dried or smoked liver and caviar imports into Kazakhstan, 2020



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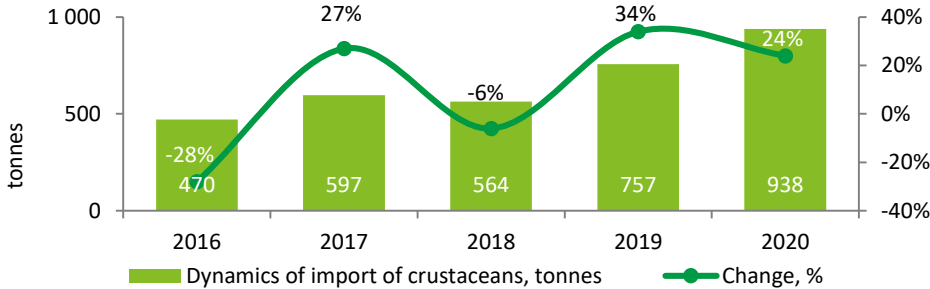
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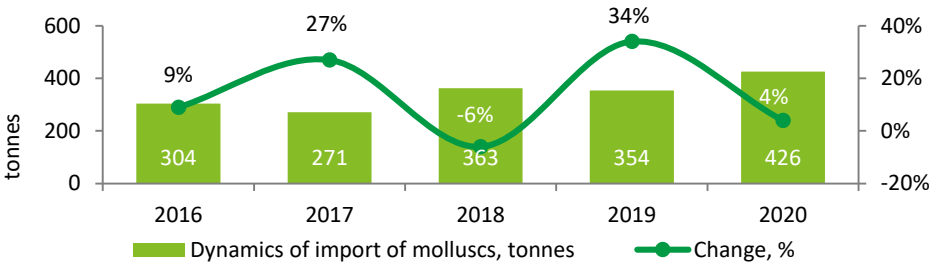
Imports



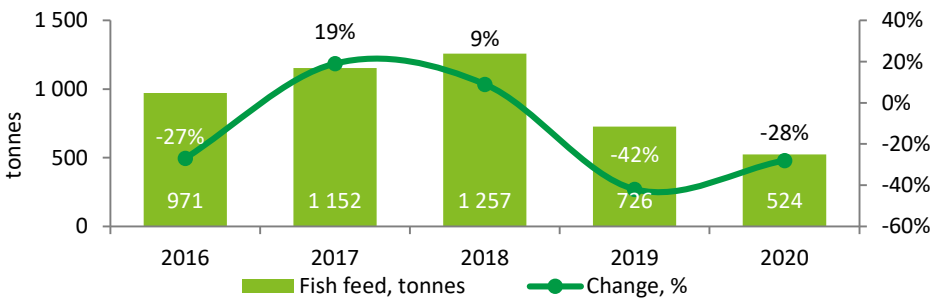
Change in imports of crustaceans



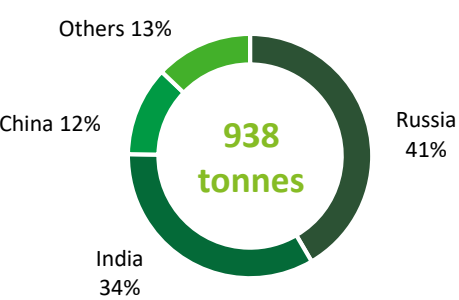
Change in imports of shellfish



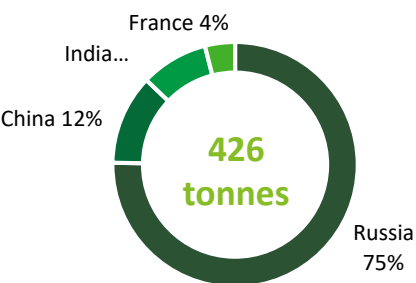
Change in imports of feed fish



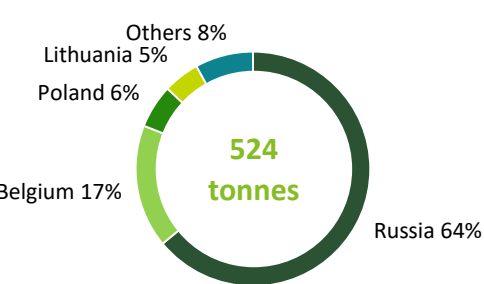
Structure of crustaceans imports into Kazakhstan, 2020



Structure of shellfish imports into Kazakhstan, 2020



Structure of feed fish imports into Kazakhstan, 2020



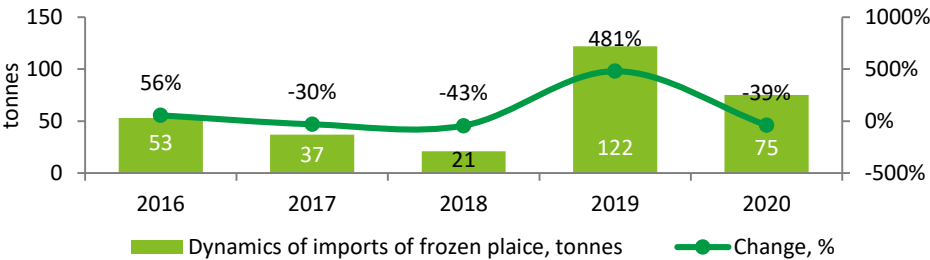
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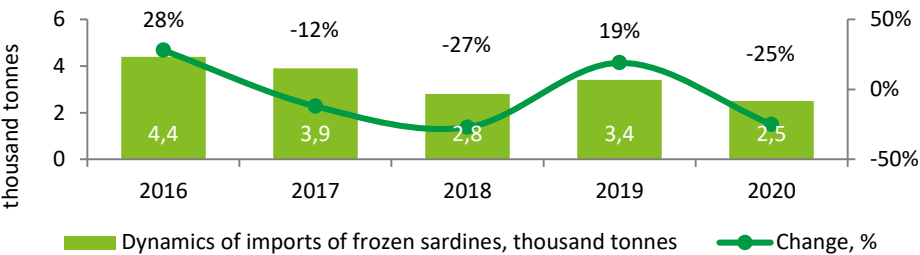
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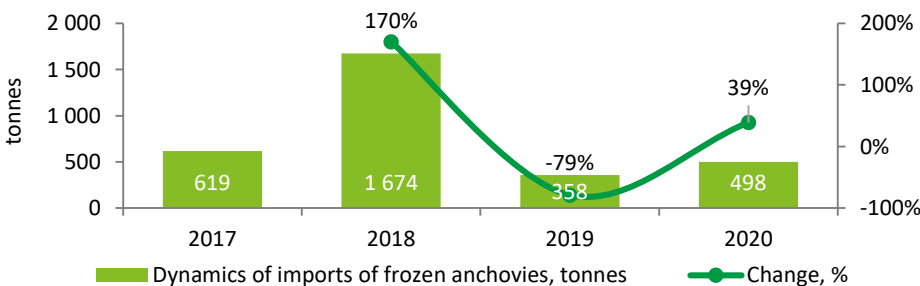
Change in imports of frozen plaice, tonnes



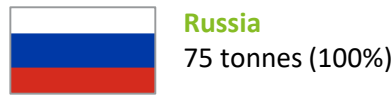
Change in imports of frozen sardines, tonnes



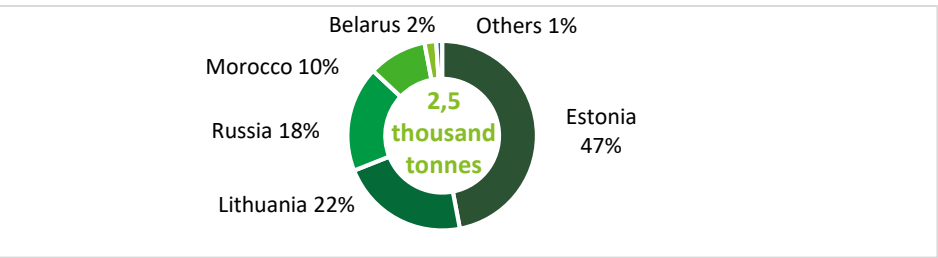
Change in imports of frozen anchovies, tonnes



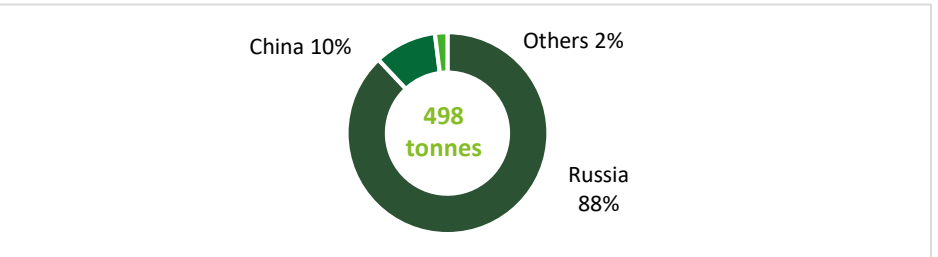
Structure of frozen plaice imports into Kazakhstan, 2020



Structure of frozen sardines imports into Kazakhstan, 2020



Structure of frozen anchovies imports into Kazakhstan, 2020



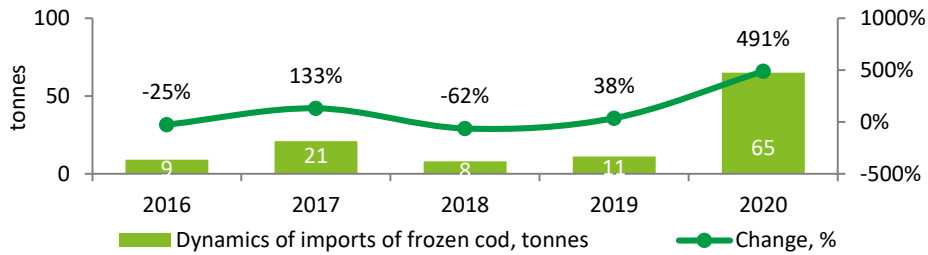
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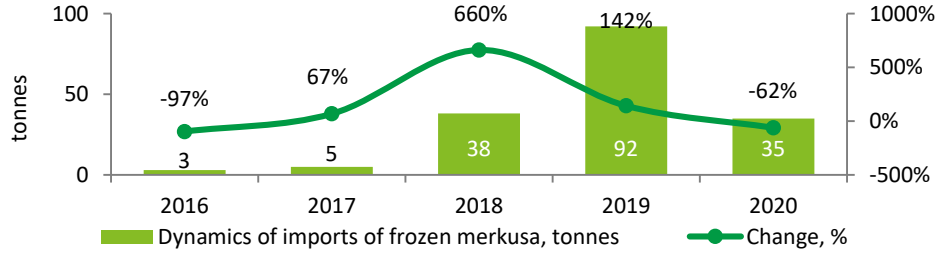
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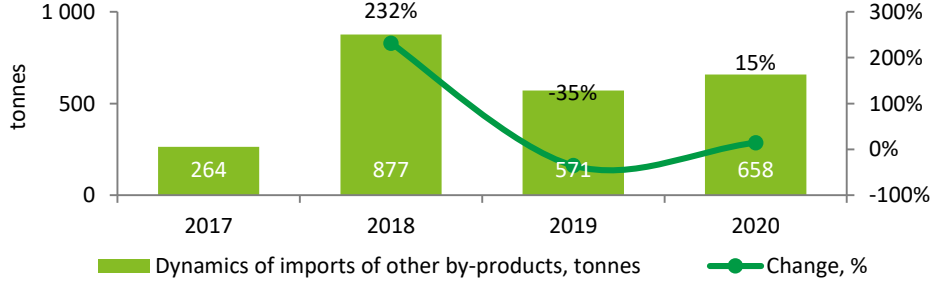
Change in imports of frozen cod, tonnes



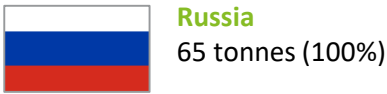
Change in imports of frozen hake, tonnes



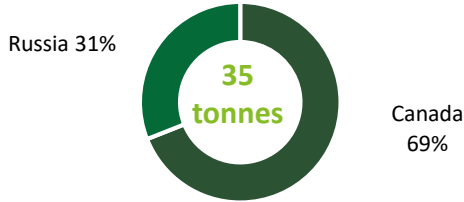
Change in imports of other by-products, tonnes



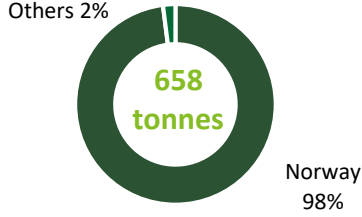
Structure of frozen cod imports into Kazakhstan, 2020



Structure of frozen hake imports into Kazakhstan, 2020



Structure of imports of other by-products into Kazakhstan, 2020



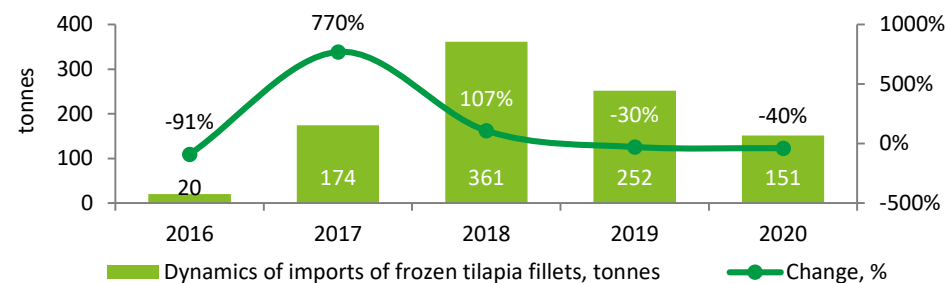
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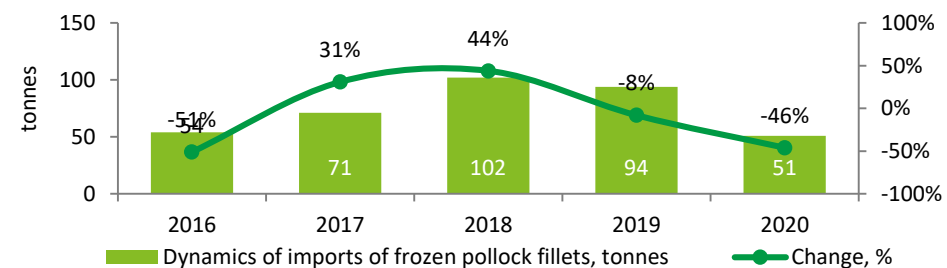
Change in imports of frozen tilapia fillets, tonnes



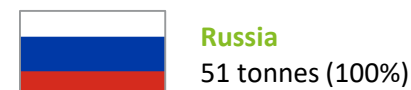
Structure of frozen tilapia fillets imports into Kazakhstan, 2020



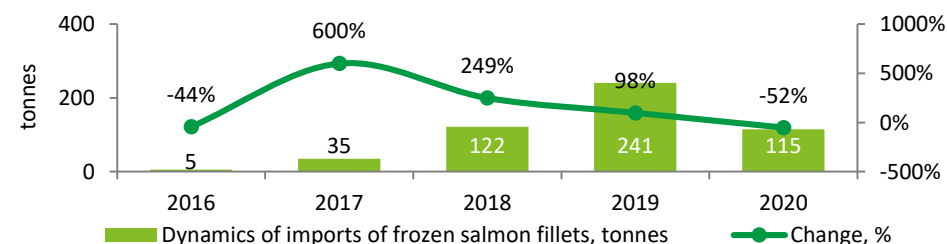
Change in imports of frozen pollock fillets, tonnes



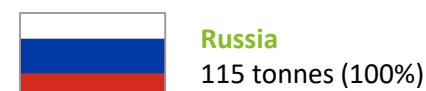
Structure of frozen pollock fillets imports into Kazakhstan, 2020



Change in imports of frozen salmon fillets, tonnes



Structure of frozen salmon fillets imports into Kazakhstan, 2020



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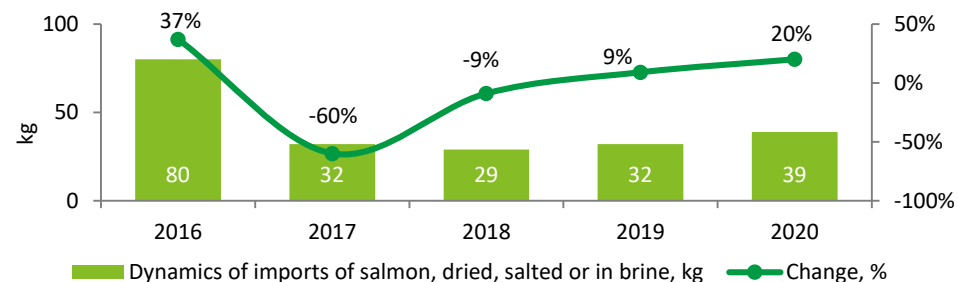
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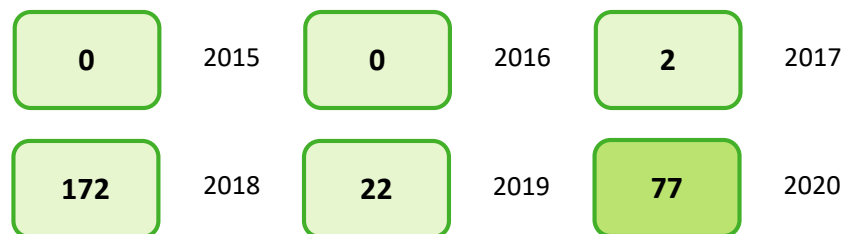
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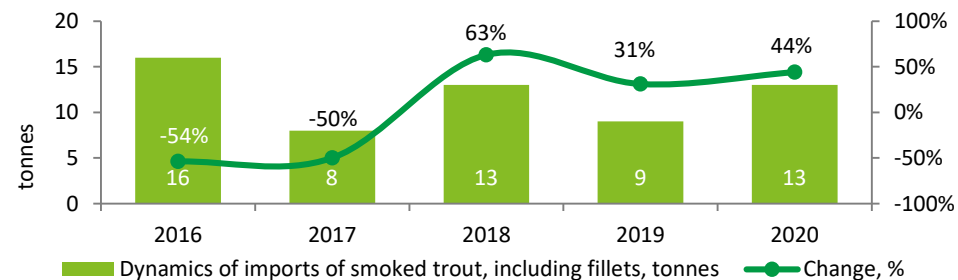
Change in imports of salmon, dried, salted or in brine, kg



Change in imports of smoked herring, including fillets, tonnes



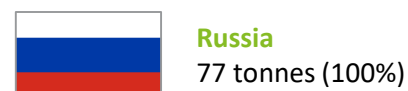
Change in imports of smoked trout, including fillets



Structure of imports of salmon, dried, salted or in brine, into Kazakhstan, 2020



Structure of imports of smoked herring, including fillets, into Kazakhstan, 2020



Structure of imports of smoked trout, including fillets, into Kazakhstan, 2020



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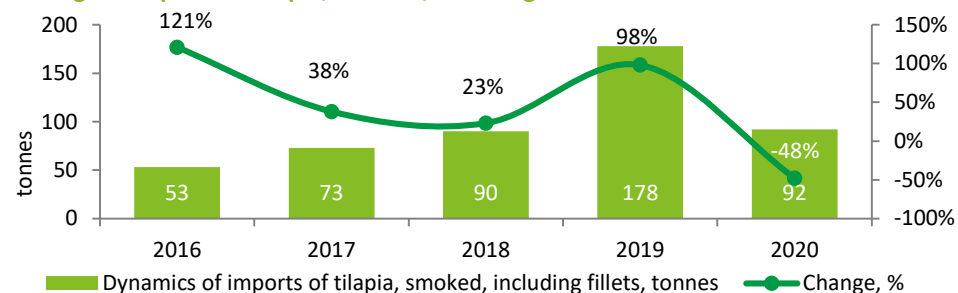
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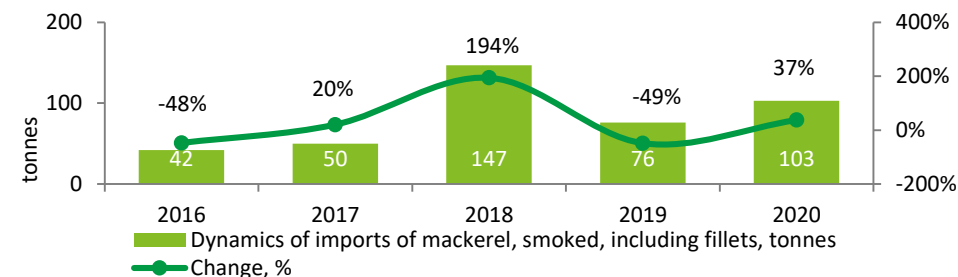
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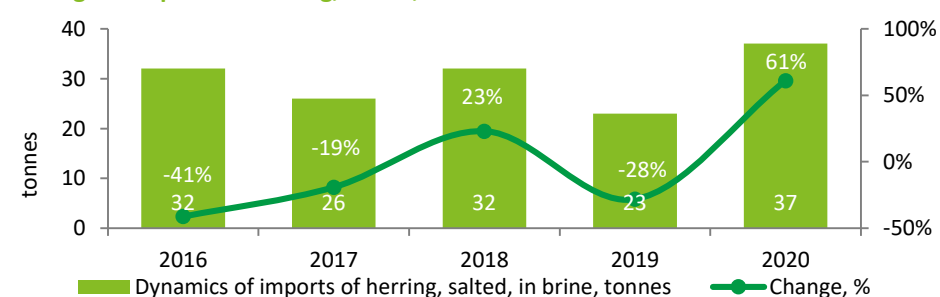
Change in imports of tilapia, smoked, including fillets



Change in imports of mackerel, smoked, including fillets



Change in imports of herring, salted, in brine



Structure of imports of smoked tilapia, including fillets, into Kazakhstan, 2020



China
92 tonnes (100%)

Structure of imports of smoked mackerel, including fillets, into Kazakhstan, 2020



Russia
103 kg (100%)

Structure of imports of salted herring in brine into Kazakhstan, 2020



Russia
37 tonnes (100%)

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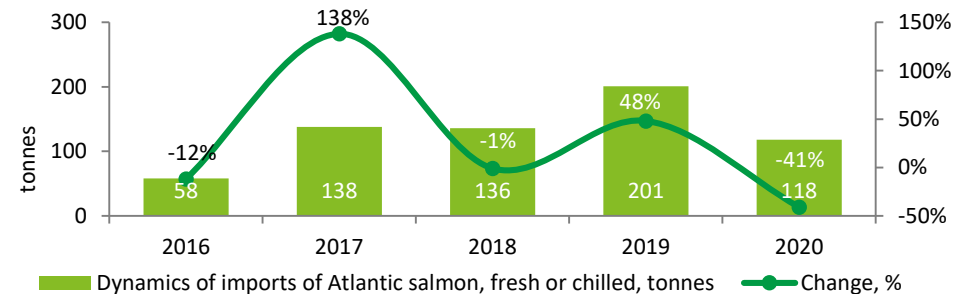
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Change in imports of Atlantic salmon, fresh or chilled

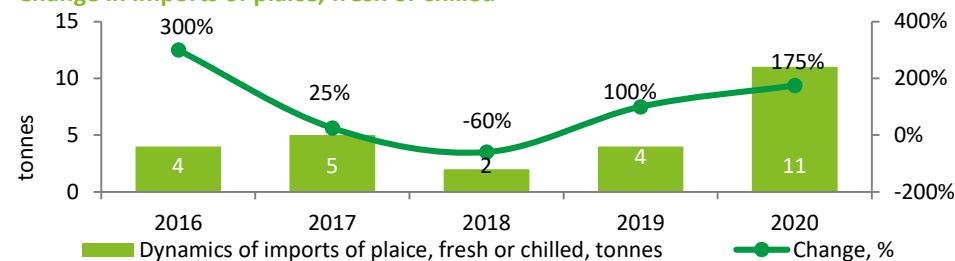


Structure of fresh or chilled Atlantic salmon imports into Kazakhstan, 2020



Norway
118 tonnes (100%)

Change in imports of plaice, fresh or chilled

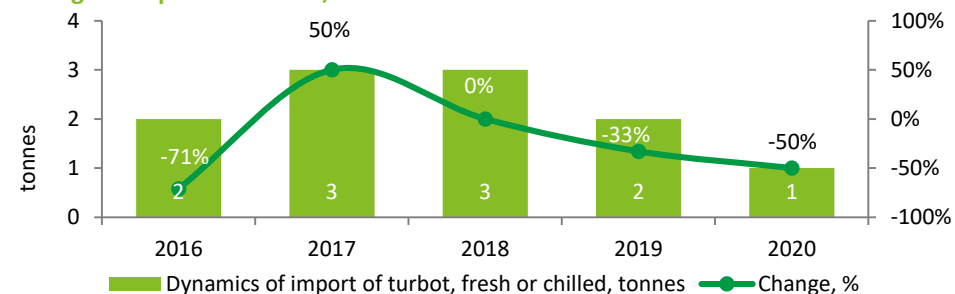


Structure of fresh or chilled plaice imports into Kazakhstan, 2020



Russia
11 tonnes (100%)

Change in imports of turbot, fresh or chilled



Structure of fresh or chilled turbot imports into Kazakhstan, 2020



The Netherlands
1 tonne (100%)

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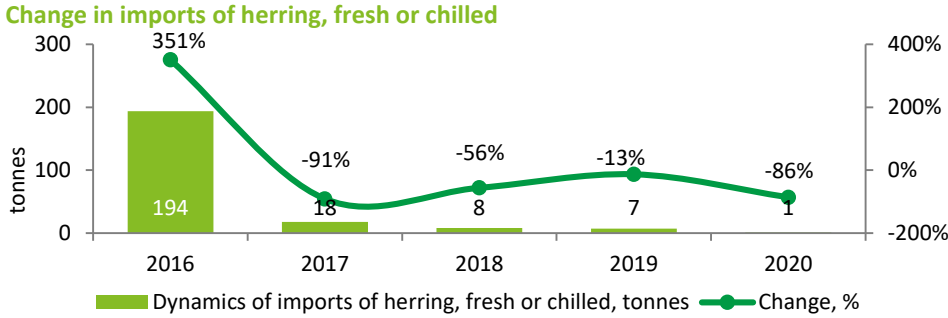
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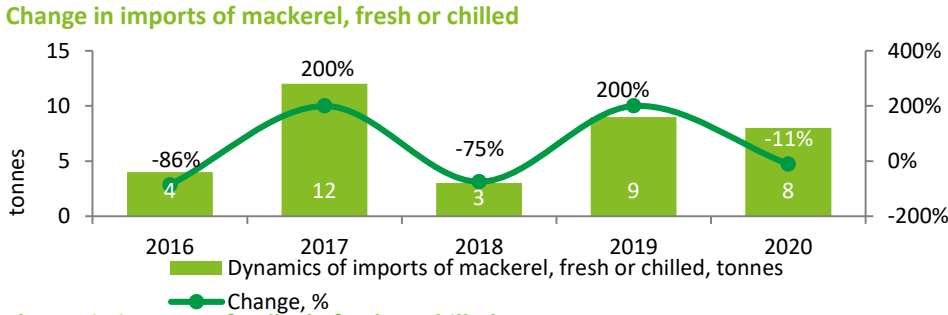
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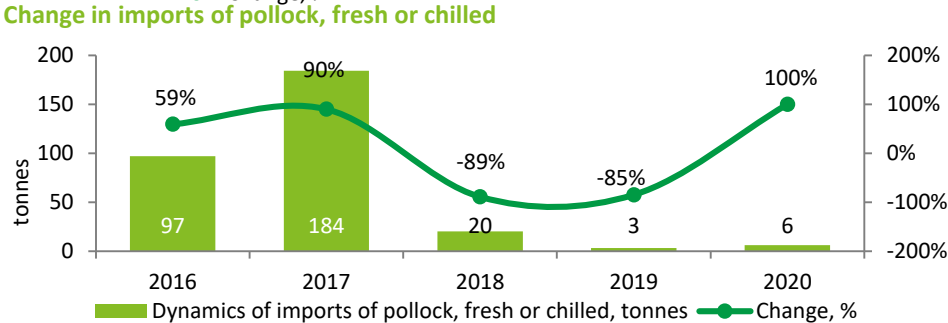
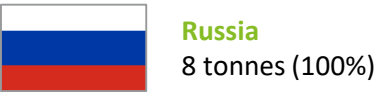
Imports



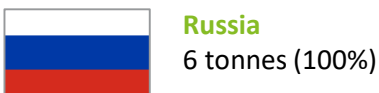
Structure of fresh or chilled herring imports into Kazakhstan, 2020



Structure of fresh or chilled mackerel imports into Kazakhstan, 2020



Structure of fresh or chilled pollock imports into Kazakhstan, 2020



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Main competitors among fish product importers and their advantages



The following is a list of companies displaying a number of advantages compared to local companies, importing fish products into Kazakhstan. Overseas production capacity is significantly higher, allowing producers to benefit from economies of scale, ensuring pricing flexibility, especially after modernisation. Overseas products tend to come with a brand, well-developed marketing strategy and well-developed transportation and logistics network.

List of importers of fish products

No.	Company	Location	Activities	Additional information
1.	Alaska Seafood Company	USA	Producer and processor of salmon, whitefish, crabs and shellfish	alaskaseafood.org
2.	Caviar HaGalil	Israel	Israeli caviar producer	karatcaviar.com
3.	Pesce Azzurro Cefalu	Italy	The company was founded in 1979 in Italy. The company produces anchovies and tuna.	pesceazzurro.it
4.	Dalpromryba LLC	Belarus	Enterprise for the production of canned fish and seafood	dalpromryba.ru
5.	Beloye More LLC	Belarus	Producer of frozen and dried fish from the White Sea	beloemore.by
6.	Interfresh Export	Spain	International supplier of food products: olive oil, fish products, meat products, etc.	interfresh.es
7.	Trading House Elite Fish	Kazakhstan	The company is one of the largest importers of frozen and fresh frozen fish, seafood and seafood delicatessen into Kazakhstan.	elitefish.kz
8.	Branch of OJSC Pinskvodstroy Opytny Rybhoz Lakhva	Belarus	Larvae, fish seed, replacement groups	pinskvodstr.by
9.	OJSC Opytny Rybhoz Selets	Belarus	Fish seed (carp, silver carp, black and white grass carp)	selec.by
11.	Volgorechenskrybkhov OJSC	Russia	Impregnated roe, larva, juveniles	vrh.ru
12.	NC Selektcentre LLC	Russia	Embryos, larvae, juveniles, under yearlings, two-year-olds	selekcentr.ru

Source: open sources, invest.gov.kz

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Fish feed importers



Below is a list of fish feed importing companies in Kazakhstan.

List of fish feed importers

No.	Company	Location	Activities	Additional information
1	Aller Aqua	Denmark	Aller Aqua produces different types of fish feed. Products are presented in more than 60 countries around the world. The company was founded in 1912.	aller-aqua.com
2	Skretting	France	The world leader in the production and distribution of aquaculture feed. A part of global division of Nutreco, a subsidiary of SHV.	skretting.com
3	Ferment	Belarus	The company was founded in 1992. The company produces enzyme preparations, amino acids, vitamins, feed additives, probiotics, mycotoxin sorbents, etc. In addition, the group of companies is developing in the oil, light, food, processing industries, as well as in the fermentation of high-protein raw materials of plant and animal origin.	fermentpark.com
4	Minvod Compound Feed plant	Russia	Producer of compound feed and feed additives for farm animals, birds and fish. Has been operating since 1977.	promikz.ru
5	Alltech Coppens	The Netherlands	The company specialises in the development, production and marketing of fish feed. It supplies products to 60 countries of the world.	alltechcoppens.com
6	Pinsk Combine of Bread Products	Belarus	A large producer of flour for the production of bakery products and mixed feed for all types of animals, fish and poultry.	pkhp.by

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Potential product import substitution in Kazakhstan (1/2)

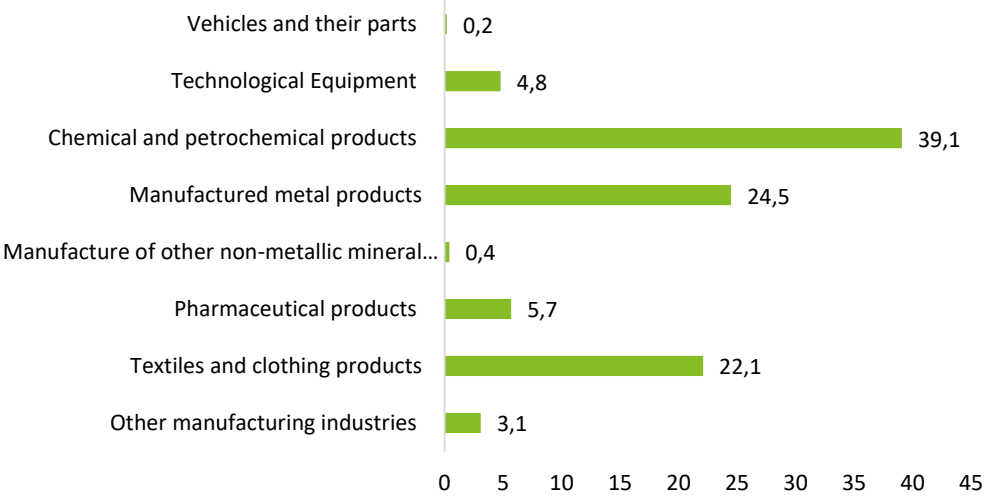


Exports and imports by commodity group in 2019*, USD million

Index	Exports	Imports	Net position
Fuel and energy	37,580.7	819.2	36,761.5
Metals and metal items	6,529.3	2,262.8	4,266.5
Agricultural products and food	1,700.7	248.2	1,452.6
Precious metals and jewellery	2,643.8	1,815.2	828.6
Animal hides and furs	534.1	36.7	497.4
Timber and paper	7	68.6	-61.6
Building materials	55.7	265.6	-209.9
Furniture, interiors and exteriors	26.3	241.6	-215.3
Footwear and haberdashery	4.6	272.8	-268.2
Textiles	133.4	906	-772.6
Chemical products	1,770.9	3,286.6	-1,515.7
Machinery and equipment	661.4	13,009.4	-12,348
Other goods	10.3	826.8	-816.2
Total	51,659.3	24,412.1	27,247.6

- In 2019, Kazakhstan was a net mineral, oil and gas product, and metal exporter.
- According to the Damu Fund, total import substitution potential of 18.4 billion USD is broken down as follows:
 - 535.9 million USD of imports with low substitution potential;
 - 2,037.1 million USD with the potential for partial substitution;
 - 16,162.5 million USD with high substitution potential.
- Sectors with high import substitution potential include chemical and petrochemical production, metallurgy, machinery and equipment; textile and clothing products.
- Sectors with partial substitution potential include footwear, haberdashery, timber, paper and paper items. Sectors with low potential include furniture and building materials.

Share in imports proposed for commodity position substitution, %



*2020 data is only partially available

Source: Damu Fund analytics, EAEU analytics, stat.gov, kgd.gov.kz

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Potential product import substitution in Kazakhstan (2/2)



Exports and imports by commodity groups in 2020*, thousand USD

Item	Exports	Imports	Net position
Live fish	13	454	-441
Frozen or chilled Atlantic salmon	48	32,901	-32,853
Frozen or chilled herring	116	10,992	-10,876
Frozen or chilled liver and caviar	486	11,444	-10,958
Fresh or frozen carp fillets	40	33	7
Fresh or frozen catfish fillet	290	0	290
Fresh or frozen pike perch and pike fillets	30,548	104	30,444
Dried fish flour	237	16	221
Dried or smoked liver and caviar	27	139	-112
Total	31,805	67,913	-36,108

- In 2020, Kazakhstan was a net importer of fish farming products: frozen or chilled Atlantic salmon, frozen or chilled herring, liver and caviar, etc. were imported in significant volumes.
- The total potential of import substitution of exported fish farming products is USD 36.1 million. The fish products sector has a high potential for import substitution.
- High import dependence was recorded in the production of processed and canned fish, crustaceans and shellfish, where the average share of product imports in the period from 2016 to 2020 accounted for 67% of domestic consumption. This shows a clear need for the development of domestic production to saturate the domestic market with local products, etc.
- Investment subsidies (compensation of a portion of expenses incurred by agricultural and industrial entities) are available to support fishing sector enterprises, specifically compensation of 25% of the cost of agricultural machinery, machinery and equipment.
- Under the Programme for the Development of Fisheries until 2030, 324 mln USD will be allocated for direct subsidies (fish farming, purchase of fish stock and breeding stock of valuable fish species), 99 mln USD - for subsidies to implement investment projects.

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Export of fishery products from Kazakhstan



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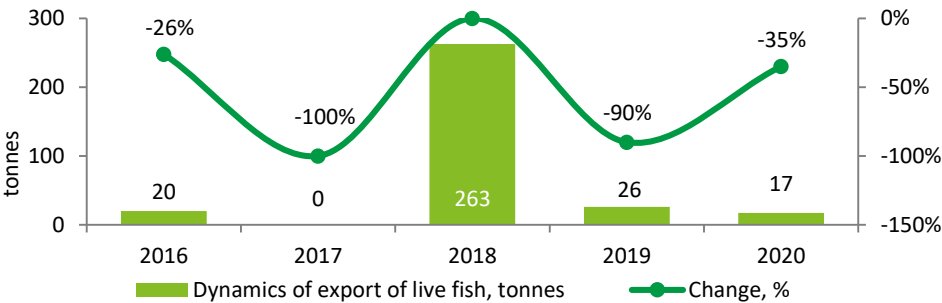
Fish products are exported from Kazakhstan in insignificant volumes. In 2020, the main exported fish products were pike perch and pike fillets (5,689 tonnes).

The main importers of fish products from Kazakhstan are Germany, Russia and Lithuania. Exports to these countries in 2020 amounted to USD 31.8 million.

Advantages of Kazakhstan products for their supplies abroad:

- Kazakhstan is located in the centre of Eurasia and has an advantageous geographical position with access to large markets in Central Asia, Russia and China. This geographical advantage helps to reduce logistics costs.
- Within the EAEU, Kazakhstan has established trade relations with neighbouring countries (Armenia, Belarus, Kyrgyzstan and Russia), which, in turn, opens up access to the markets of neighbouring states.

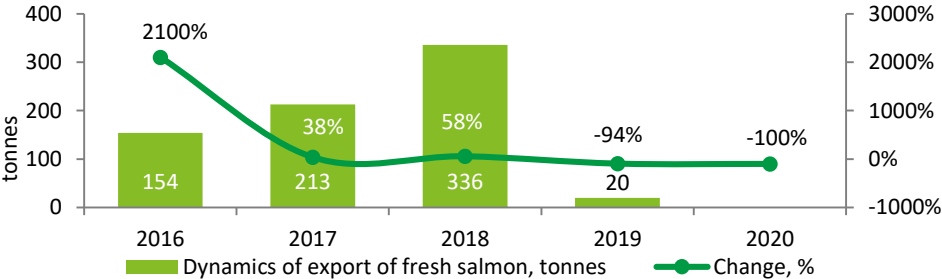
Change in live fish exports



Structure of live fish exports from Kazakhstan, 2020



Change in fresh salmon exports



Structure of fresh salmon exports in 2019



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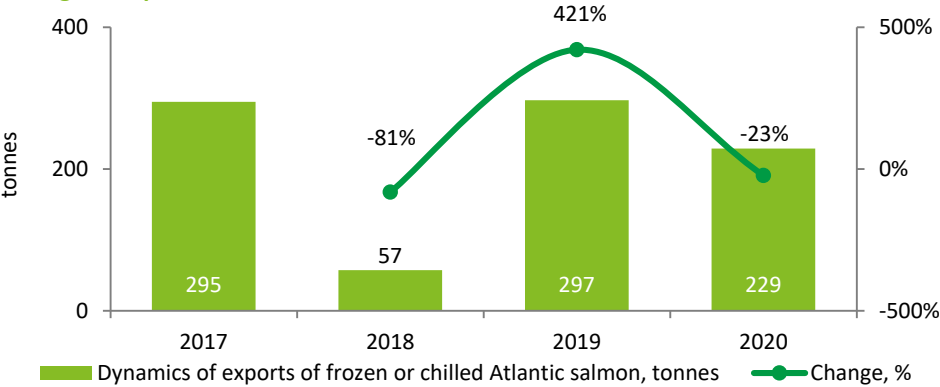
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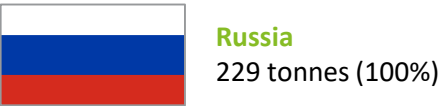
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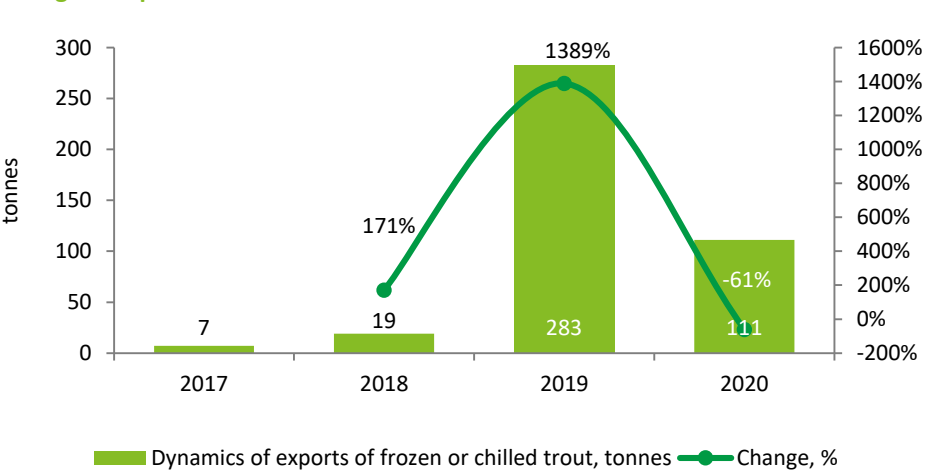
Change in exports of frozen or chilled Atlantic salmon



Structure of frozen or chilled Atlantic salmon exports from Kazakhstan, 2020



Change in exports of frozen or chilled trout



Structure of frozen or chilled trout exports from Kazakhstan, 2020



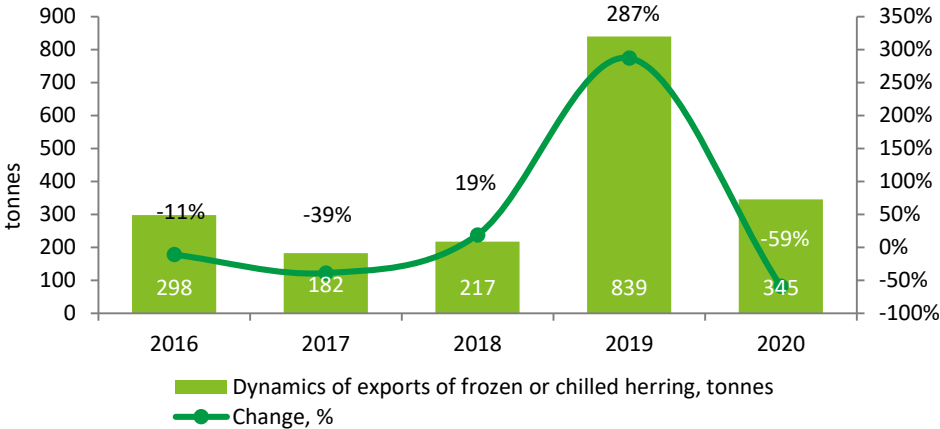
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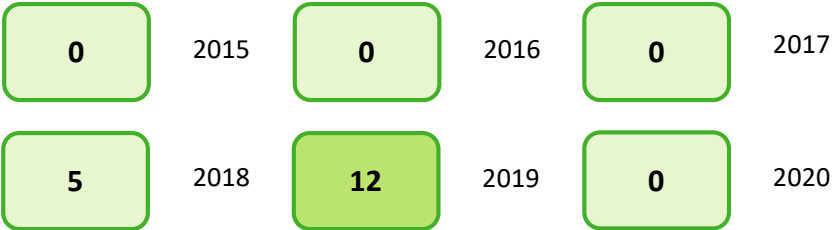
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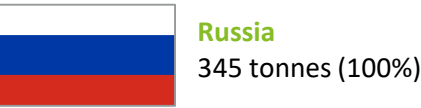
Change in exports of frozen or chilled herring



Change in exports of frozen or chilled mackerel



Structure of frozen or chilled herring exports from Kazakhstan, 2020



Structure of frozen or chilled mackerel exports from Kazakhstan, 2019



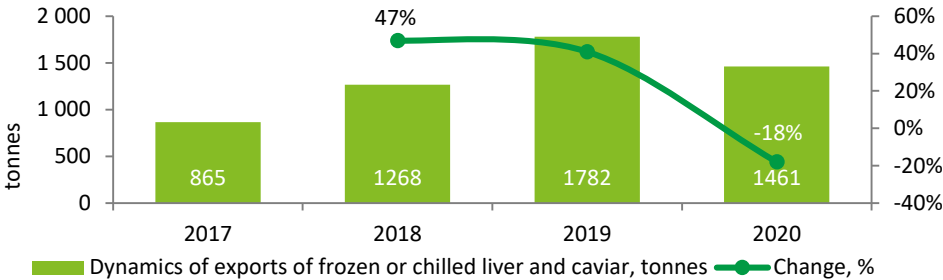
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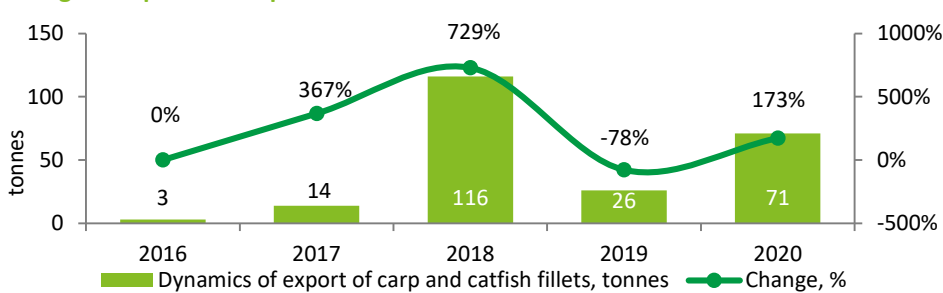
Exports



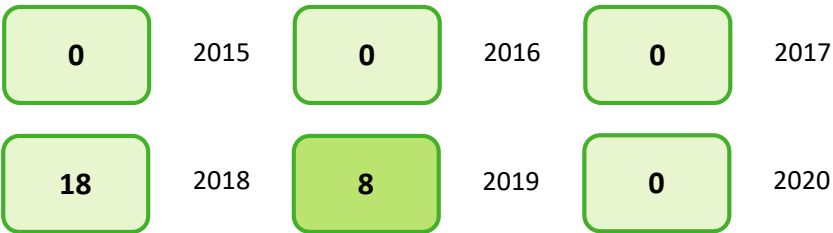
Change in exports of frozen or chilled liver and caviar



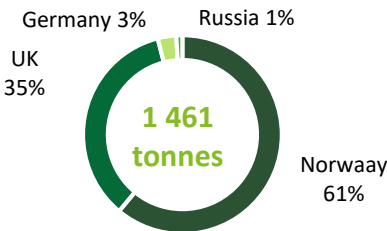
Change in exports of carp and catfish fillets



Change in frozen catfish fillet exports



Structure of exports of frozen or chilled liver and caviar from Kazakhstan, 2020



Structure of exports of carp and catfish fillets from Kazakhstan, 2020



Structure of catfish fillet exports from Kazakhstan, 2019



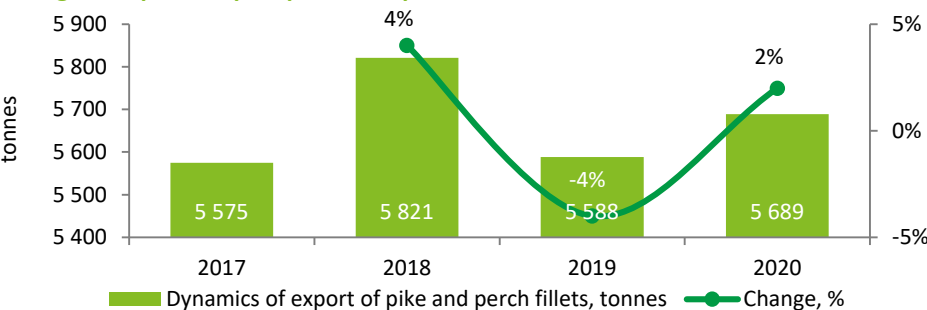
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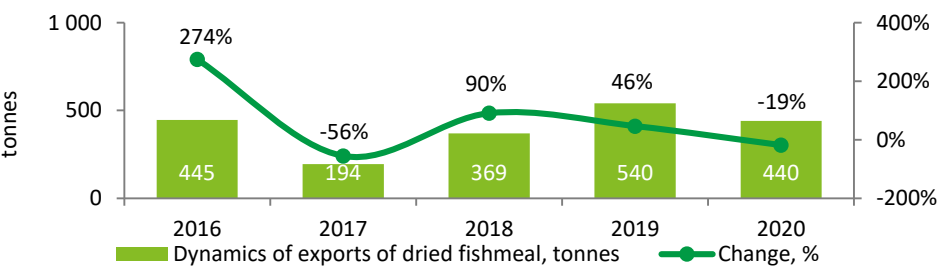
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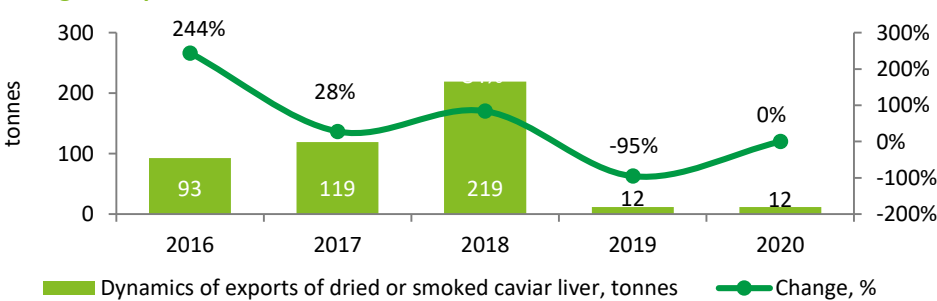
Change in exports of pike perch and pike fillets



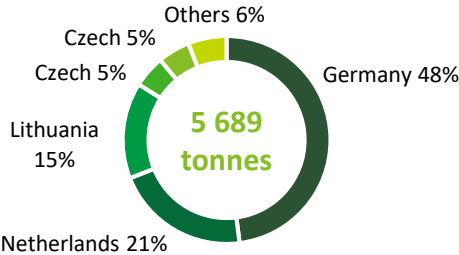
Change in dried fish flour exports



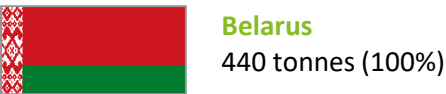
Change in exports of dried or smoked liver and caviar



Structure of exports of pike perch and pike fillets from Kazakhstan, 2020



Structure of dried fish flour exports into Kazakhstan in 2020



Structure of exports of dried or smoked liver and caviar in Kazakhstan in 2020



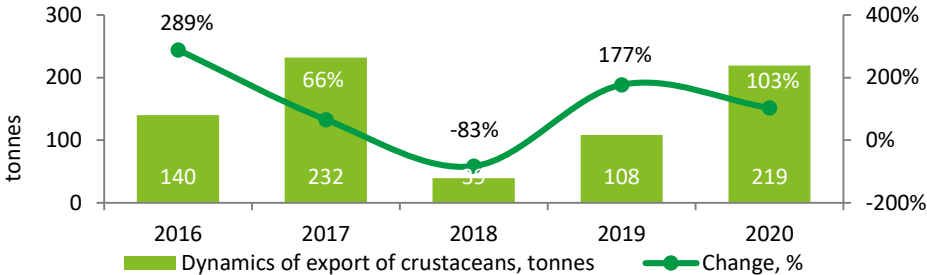
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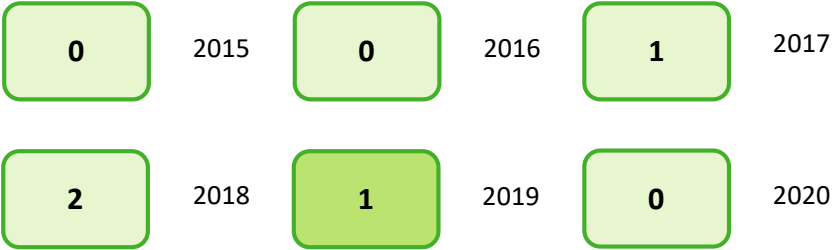
Exports



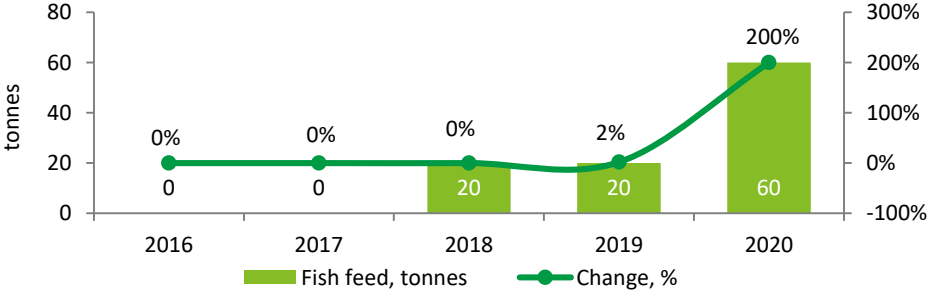
Change in exports of crustaceans



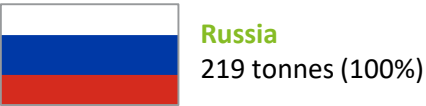
Change in exports of shellfish



Change in exports of feed fish



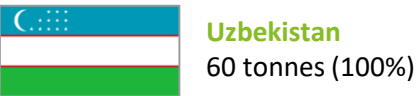
Structure of crustaceans exports from Kazakhstan, 2020



Structure of shellfish exports from Kazakhstan, 2019



Fish feed export structure, 2020



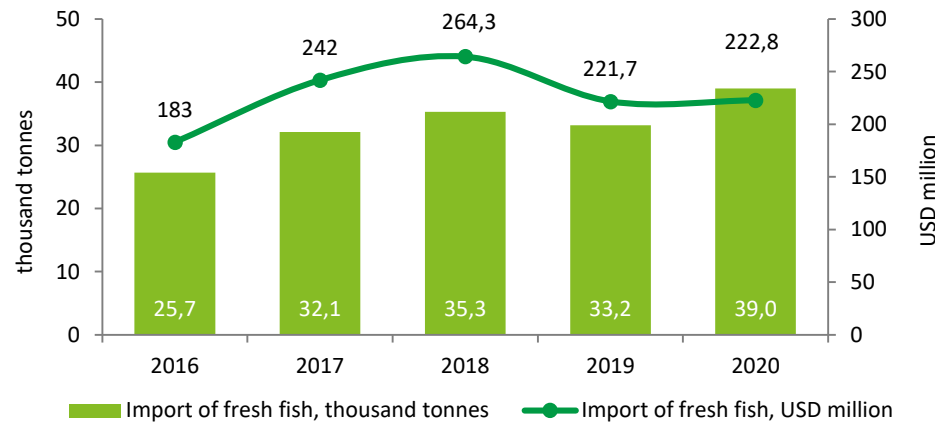
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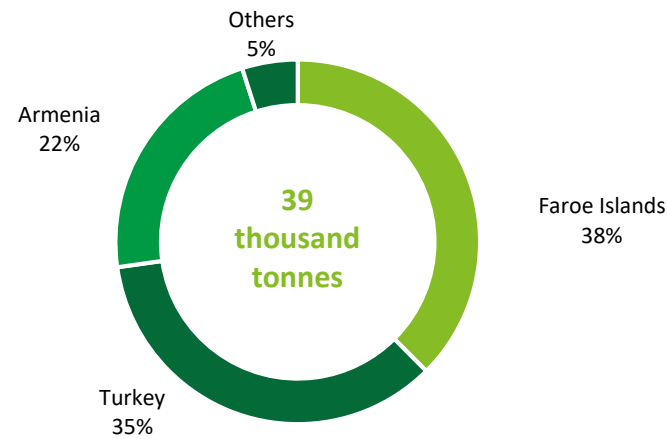
Potential sales markets. Russia



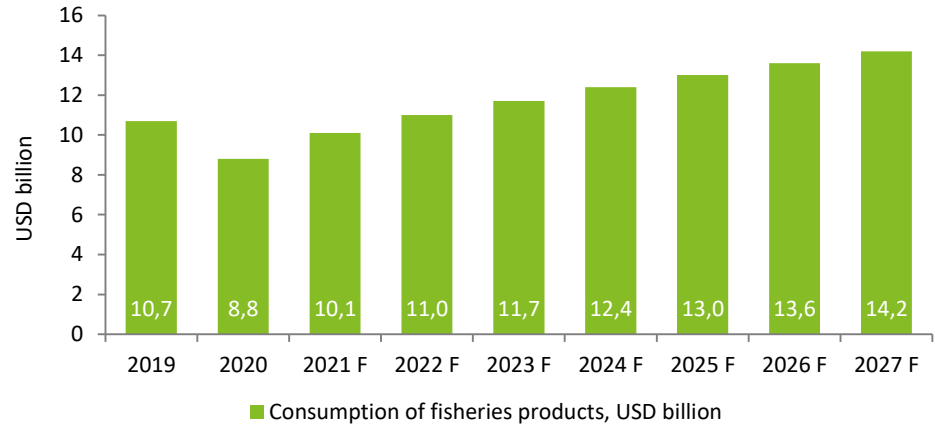
Change in fresh fish imports into Russia in 2016-2020



Structure of fresh fish imports into Russia, 2020



Change in fish product consumption in Russia, USD billion



- In 2020, Russia imported 39 thousand tonnes of fresh fish totaling USD 222.8 million. The structure of fresh fish imports into Russia is as follows: Faroe Islands - 38%, Turkey - 35%, Armenia - 22%, etc.
- Increasing the production of fish products in Kazakhstan will allow entering the Russian market, since there are no trade barriers between countries within the EAEU Customs Union.
- According to Allied Market Research, The consumption of fish products in Russia in 2020 was USD 8.8 billion, down 18% from the previous year. The CAGR for the period between 2021 and 2027 is expected to be 5.9%.

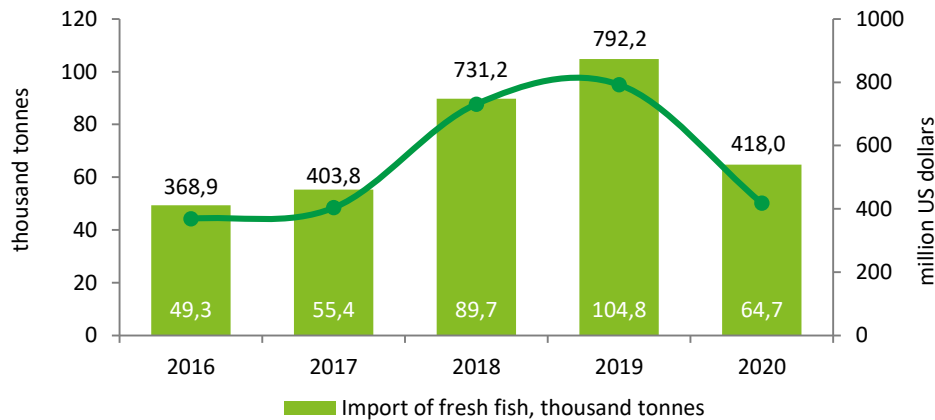
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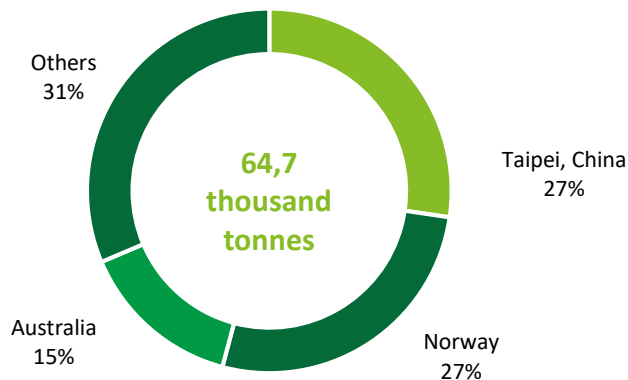
Potential sales markets. China



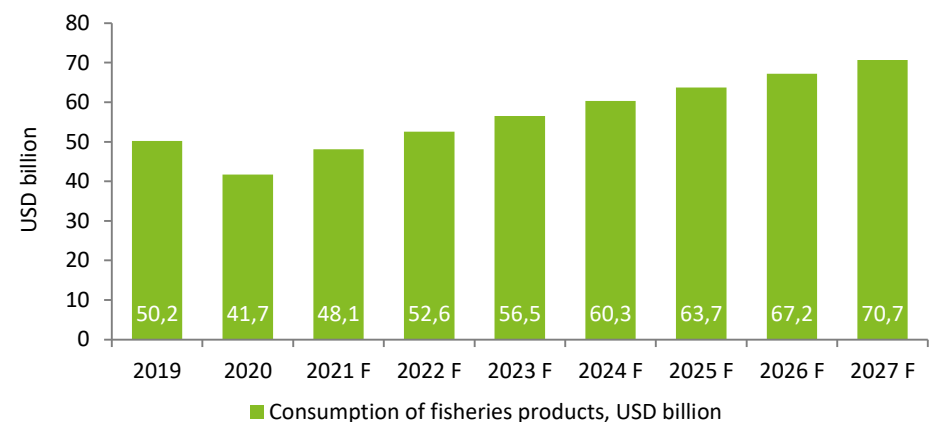
Change in fresh fish imports into China in 2016-2020



Structure of fresh fish imports into China, 2020



Change in fish product consumption in China, USD billion



- In 2020, China imported 64.7 thousand tonnes of fresh fish totaling USD 418 million. The structure of fresh fish imports into China is as follows: Taipei - 27%, Norway - 27%, Australia - 15%, etc.
- Increasing the production of fish products in Kazakhstan will also allow entering the Chinese market, since the countries have established trade relations.
- According to Allied Market Research, the consumption of fish products in China in 2020 was USD 41.7 billion, down 17% from the previous year. The CAGR for the period between 2021 and 2027 is expected to be 6.7%.

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Kazakhstan companies accredited for the exports of fish products to the EU



The imports of caviar and fishery products into the EU should comply with certain health standards and international commitments. The exporting third country must be included in the list of countries eligible and authorised to export the relevant product category to the EU. Below are the Kazakhstan enterprises included in the Register and entitled to export products to the EU.

No.	Enterprise	Region	Activities
1	Firm Balkhashbalik LLP	Karaganda region	Fishing and fish farming
2	Bolashak Bastau LLP	Almaty	Fishing and fish farming
3	Ulken Balyk LLP	Almaty	Fishing and fish farming
4	Karatal Balyk LLP	Almaty	Fishing and fish farming
5	Company Zhenis 2006 LLP	Almaty	Fishing and fish farming
6	RYBPROM LLP	Almaty	Fishing and fish farming
7	LLP Named after Amangeldy	Atyrau region	Fishing and fish farming
8	Abylai-Khan LLP	Atyrau region	Fishing and fish farming
9	Branch of Rybprom LLP in Ust-Kamenogorsk	East Kazakhstan region	Fishing and fish farming
10	Ture-Togam LLP	East Kazakhstan region	Fishing and fish farming
11	Company Myn – Aral LLP	East Kazakhstan region	Fishing and fish farming
12	Service-purchasing Center Aral LLP	Kyzylorda region	Fishing and fish farming
13	Aral Fish Processing Plant LLP	Kyzylorda region	Fishing and fish farming
14	SPK Kyzylorda Balyk LLP	Kyzylorda region	Fishing and fish farming
15	IE Iglikov T	Kyzylorda region	Fishing and fish farming
16	SPK KHAMIT	Turkestan region	Fishing and fish farming
17	IE Zhalgasbayev Talgat Serikbayevich	Turkestan region	Fishing and fish farming

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Kazakhstan companies accredited for the exports of fish products to Russia



The imports of fish, fish products and seafood into Russia from Kazakhstan, shipped after 03/01/2010, are allowed only to certified enterprises of Kazakhstan (Rosselkhoznadzor Decree No. FS-NV-4/1297 dated 02/12/2010). Below are the certified Kazakhstan enterprises that have the right to export products to Russia.

No.	Enterprise	Region	Activities
1	BALKHASHBALK Firm LLP	Karaganda region	Fish and fish products (chilled, frozen, dried, smoke-dried), fish flour
2	AtyrauBalyk JSC	Atyrau region	Fish and fish products (chilled, frozen, dried, salted, smoked), fish flour
3	IE Shulenin	Karaganda region	Fish and fish products (chilled, frozen, dried, smoke-dried), fish flour
4	Atamekenrybprom LLP	Kyzylorda region	Fish and fish products (chilled, frozen)
5	Balyk Product Vostok LLP	East Kazakhstan region	Fish and fish products (chilled, frozen)
6	Ismailov and K LLP	East Kazakhstan region	Fish and fish products (chilled, frozen), crayfish
7	Rybprom LLP	Almaty region (Alakol district)	Fish and fish products (chilled, frozen, dried)
8	Ulken Balyk LLP	Almaty region (Zhambyl district)	Fish and fish products (chilled, frozen, dried)
9	Profilactory Zhemchuzhina LLP	Atyrau region	Fish and fish products (chilled, frozen, dried, salted)
10	Abylai Khan LLP	Atyrau region	Fish and fish products (chilled, frozen)
11	Alasha Atyrau LLP	Atyrau region	Fish and fish products (chilled, frozen, dried, salted)
12	Tilekshi LLP	Atyrau region	Fish and fish products (chilled, frozen, dried)
13	IE Utekeshova G.E.	Atyrau region	Fish and fish products (chilled, frozen, dried, salted)
14	PK Caspi Balyk	Atyrau region (Kurmangazy district)	Fish and fish products (chilled, frozen, dried, salted, smoked)
15	Sarsenbaev E. Farm	Atyrau region (Kurmangazy district)	Fish and fish products (chilled, frozen, dried)
16	JV Aksu Kigash LLP	Atyrau region (Kurmangazy district)	Fish and fish products (chilled, frozen, dried, salted)
17	Vostok LLP	Atyrau region	Fish and fish products (chilled, frozen, dried)
18	LLP named after Amangeldy	Atyrau region	Fish and fish products (chilled, frozen, dried, salted)
19	Rybprom LLP	Almaty region (Kapshagay)	Fish and fish products (chilled, frozen, dried)
20	Fish Market LLP	Almaty region (Zhambyl district)	Fish and fish products (chilled, frozen, dried)
21	SEC Karashagan-9	Almaty region (Sarkan district)	Fish and fish products (chilled, frozen, dried)
22	Vostok Business TRADE LLP	East Kazakhstan region	Fish and fish products (chilled, frozen, dried), fish flour, crayfish
23	East + West LLP	East Kazakhstan region	Fish and fish products (chilled, frozen)
24	Private Enterprise Sermanizov	Turkestan region (Shardara district)	Catching and processing of fish

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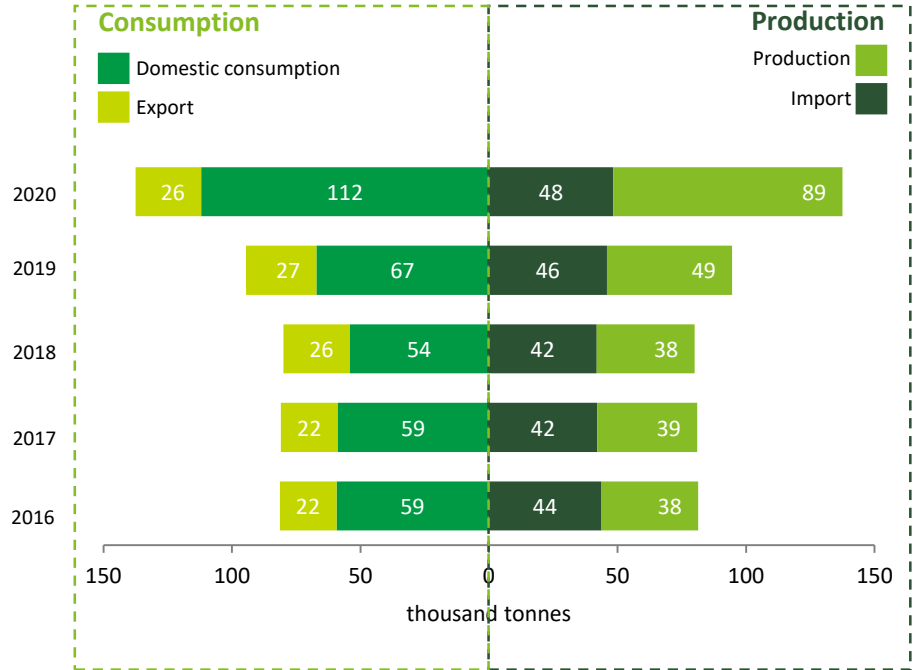
Abbreviations



Fish, crustaceans and shellfish, processed and canned



Resources and use



Sector characteristics



Fish, crustaceans and shellfish, processed and canned

- According to the Committee on Fishing Sector of the Kazakhstan Ministry of Ecology, Geology and Natural Resources, the demand for processed and canned fish, crustaceans and shellfish in Kazakhstan has doubled in volume terms over the last 5 years. The average level of product consumption in the period from 2016 to 2020 was 70.2 thousand tonnes. The average share of product imports over the last 5 years was 67%.
- The volume of local production does not fully cover the demand for products. Most of the products (78%) are sold on the domestic market, the rest (22%) are exported. CAGR of production of fish, crustaceans and shellfish in the period from 2016 to 2020 was 23.7%.
- Thus, there is an **import dependence** in processed and preserved fish, crustaceans and shellfish.
- Given the current domestic production specialisation and the introduction of state policy to rationalise the import of goods and services by stimulating the domestic manufacture of similar products, and also creating new businesses in the country, **the potential import substitution** of fish, crustaceans and shellfish is comparable to imports. It is an attractive niche for investors.

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State pricing regulation



1 Commodity prices

According to Order of the Acting Minister for the National Economy of the Republic of Kazakhstan No. 264 dated 27 March 2015 *On the Approval of Domestic Trading Rules* (with amendments from 14 October 2020) commodity prices are determined by trading entities themselves, with the exception of prices for socially significant food products.



2 Prices for socially significant goods

According to Order of the Acting Minister for the National Economy of the Republic of Kazakhstan No. 264 dated 27 March 2015 *On the Approval of Domestic Trading Rules*, entities trading in socially significant food products set a maximum trade mark-up of 15% of the producer selling price or the wholesale supplier purchasing price referred to in supply agreements for socially significant food products. Trading entities, if socially significant food products have been received from several producers or wholesale suppliers set a maximum trade mark-up of up to 15% of the producer selling price or the wholesale supplier of socially significant food products with the lowest cost indicated in the supply agreement for socially significant food products.

The list of socially significant food products approved by Government Resolution No. 145 dated 1 March 2010 *On the Approval of a List of Socially Significant food products*, does not include fish products.

3 Trade mark-ups

Maximum trade mark-ups are set when concluding supply agreements for socially significant food products. A trade mark-up may be increased by costs to transport and/or store and/or import socially significant goods, and the natural loss of food products up to approved limits. Trade mark-ups do not include expenses for fees paid to trade entities to purchase a specific quantity of food products from a supplier.

4 Loose goods

If loose goods produced by the seller are packaged for sale, packaged perishable goods should not exceed the volume sold over a one-day period. Packaging should show the name of the goods, weight, price per kg, weighing costs, packaging date and best before date. Loose food products are transferred to customers in packaged form with no additional packaging charge. The price of food products sold loose is determined according to net weight.

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Prices for fish products in Kazakhstan



Prices for fresh or chilled fish, other than farmed fish, as at September 2021, USD per tonne

Item	Price
Sea fish	
Caspian herring, natural	767
Sea perch, natural	123
Sea pike, natural	287
Sea bream, natural	252
Mullet, natural	1,150
Freshwater fish	
Whitefish, natural	1,066
Vendace, natural	433
Carp, natural	838
Roach, natural	248
Roach, natural	349
Pike perch, natural	961
Catfish, natural	380
Bream, natural	178
Pike, natural	355
Common carp, natural	751
Perch, natural	365
Asp, natural	281
Silver carp, natural	656
Crucian carp, natural	284
Sabre carp, natural	364
Other freshwater fish	275

Prices for freshwater farmed fish as at September 2021, USD per tonne

Item	Price
Farmed sturgeon	9,087
Farmed freshwater trout	3,580
Farmed carp	1,627

Prices for other types of fish products, as at September 2021, USD

Item	Price
Shrimps, 1 kg	13
Mussels, 1 kg	13
Canned sprats in oil, 240 g	1
Red caviar, 250 g	27
Black caviar, 250 g	223
Trout fillet, 1,000 g	18
Pollock fillet, 600 g	4
Cod fillet, 450 g	10
Cod liver, 120 g	4
Smoked salmon fillet, 1 kg	22
Smoked escolar fillet, 1 kg	18
River crayfish, 1 kg	9
Artificial pink salmon caviar, 380 g	2
Fish flour, tonne	494

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Prices for fish products in foreign markets



Prices for fish products in Russia as at September 2021, USD

Item	Price
Frozen salmon, 1 kg	17
Frozen keta salmon, 1 kg	15
Frozen pink salmon, 1 kg	10
Frozen sturgeon, 1 kg	47
Frozen sea bass, 1 kg	9
Frozen cod, 1 kg	8
Frozen mackerel, 1 kg	5
Frozen pollock, 1 kg	3
Red caviar, 240 g	25
Black caviar, 220 g	140
Shrimps, 1 kg	11
Mussels, 1 kg	7
Canned sprats in oil, 160 g	1
Cod liver, 230 g	5
Artificial caviar, 220 g	2
River crayfish, 1 kg	14
Fish flour	564

Prices for fish products in China as at September 2021, USD

Item	Price
Frozen salmon, 1 kg	7
Frozen keta salmon, 1 kg	3
Frozen pink salmon, 1 kg	5
Frozen sturgeon, 1 kg	46
Frozen sea bass, 1 kg	4
Frozen cod, 1 kg	1
Frozen mackerel, 1 kg	1
Frozen pollock, 1 kg	4
Red caviar, 240 g	14
Black caviar, 220 g	22
Shrimps, 1 kg	6
Mussels, 1 kg	3
Canned sprats in oil, 160 g	1
Cod liver, 190 g	2
Artificial caviar, 1 kg	1
River crayfish, 1 kg	5
Fish flour	321

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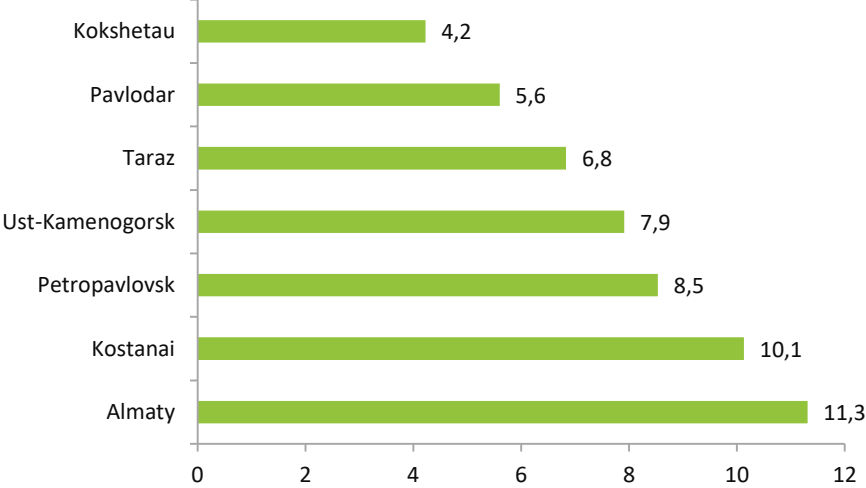
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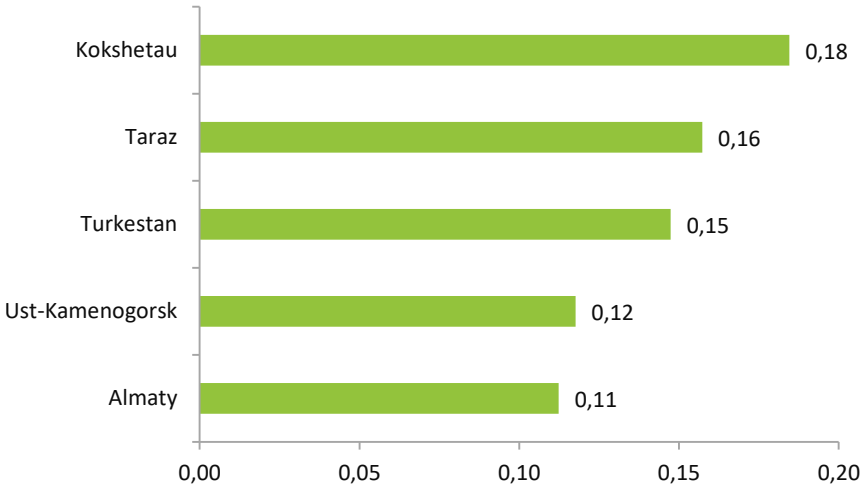
State regulation of utilities tariffs



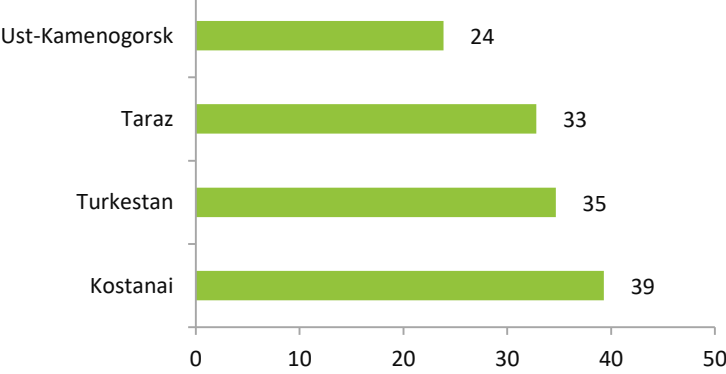
Thermal power price by region, in June 2021, USD per Gcal



Cold water price by region, in June 2021, USD per m³



Electricity price by region, in June 2021, USD/1,000 kWh



- Kazakhstan operates a state tariff policy for natural monopolies, and has also introduced state price regulation and controls for compliance with pricing procedures and obligations of entities on socially significant markets. Communal services are subject to tariff regulation.
- As at June 2021, the average price per Gcal of thermal power in Kazakhstan was 7.9 USD.
- In June 2021, the average price per 1,000 KWH of electricity was 29.8 USD, while the price per m³ of cold water was 0.2 USD.

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Sector support within the framework of the National Project for Agriculture Industry Development



Draft Government Resolution *On the Approval of a National Project to Development the Agriculture Industry of the Republic of Kazakhstan in 2021-2025*

Project goals:

- **Increase productivity by 250%.** The new economic policy is universal economic pragmatism built on principles of profitability, a return on investment and competitiveness. Knowledge and professional skills are key benchmarks in the modern staff training and retraining system.
- **Double the export of processed agriculture industry product.** The output of raw materials onto international markets has to be sped up as much as possible to prevent destabilisation following a new financial crash. The main Kazakhstan importers may significantly reduce their procurement of raw materials, while prices may fall drastically. An advanced strategy will accumulate funds before market destabilisation that the country can then use to ride a potential global crisis.
- **Introduce 350 thousand farms and households into the ecosystem.** Expand trading cooperation, and promote and protect national interest through active participation in international integrated associations; create favourable conditions for promoting Kazakhstan products; build a diversified and innovative economy and reform the agriculture industry to help it adapt to new conditions.
- **Create 70 thousand family farms.** Expand the opportunities to grow and develop small and medium-sized enterprises; and introduce new approaches to attracting investment.

- **Saturate the domestic market with food products (including socially significant food products) to a level of 80%.** Build a diversified and innovative economy.
- **Ensure a stable income for over 1 million rural residents.** Balance the regulation of entrepreneurial activities.
- **Provide jobs for up to 500 thousand people in rural communities.** Create a health and competitive environment.

Project financing, mln USD

Index	2021	2022	2023	2024	2025
National budget	1,516	2,311	2,463	2,642	2,719
Total	1,516	2,311	2,463	2,642	2,719

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Committee on Fishing Sector of the Kazakhstan Ministry of Ecology, Geology and Natural Resources



- 

In order to create conditions for the development of fish farming (aquaculture), the Committee on Fishing Sector has implemented the following measures:
- 01

Rules for the transfer of fishery reservoirs from reservoirs assigned for commercial fishing to reservoirs for commercial fish farming were approved.

02

At the legislative level, the user has the right to use the fishery site for cage farming.

03

A framework agreement for fish farming has been approved and a specific term for concluding this agreement has been established - 49 years. Previously, the contract term ranged from 5 to 49 years.

04

Excessive requirements for fish farmers have been eliminated within the framework of the Development Plan for Fisheries.

05

The restrictions on the location of fish farms in the water protection zone have been lifted. Requirements for the development of design and estimate documentation and obtaining a conclusion of the state examination in the construction of fish ponds and pools have been excluded.

06

Business is exempt from compensation for losses during the construction of fish farms on agricultural land.

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Fisheries Development Programme for 2021 - 2030



- Fisheries Development Programme for 2021 - 2030 is focused on the development of the main activities of the fishing industry: fishing and fish farming, fish breeding and processing. The main goal is to increase the rate of supply with fish products and create conditions for the development of fish farming.
- Under the Programme until 2030, 1,288 mln USD is provided, of which 324 mln USD will be allocated for direct subsidies (fish farming, purchase of fish stock and breeding stock of valuable fish species), 99 mln USD - for subsidies to implement investment projects.
- In addition, the Programme provides for the reimbursement of 25% of the investment costs for the purchase of machinery and equipment for fish farms and 30% of the cost of fish feed (carp, sturgeon, salmon).

Programme overview

Basis for development	Minutes No. 11-3/09-97 (clause 1.2.1) on the results of the working trip of the Kazakhstan Prime Minister to Atyrau region dated 27 February 2020
Programme developer	Kazakhstan Ministry of Ecology, Geology and Natural Resources
Programme goal	Increase in the supply of fish products and the creation of conditions for the development of fish farming (aquaculture)
Programme objectives	<ul style="list-style-type: none">• Growth in the volume of fish farming (aquaculture) production and processing.• Development of domestic production of fish feed.• Scientific and staffing support of the industry.• Providing state support for the development of fish farming (aquaculture).
Terms of implementation	2021 – 2030
Target indicators	<ul style="list-style-type: none">• Increase the volume of fish farming from 6.9 to 270 thousand tonnes/year by 2030• Increase in domestic consumption of fish products from 67 to 134 thousand tonnes/year by 2030• Increase in the exports of fish products by up to USD 430 million per year from 30 to 181 thousand tonnes/year by 2030
Sources and amounts of funding	<ul style="list-style-type: none">• Republican budget: 134 mln USD over 10 years*• Local budget: 343 mln USD over 10 years*• Extra-budgetary funds: about 810 mln USD of investments.• In total, about 1,288 mln USD over 10 years.

*the amount of funding will be specified when forming the budget for the corresponding financial year.

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Rules for compensating expenses incurred by agricultural industry entities from investment activities



The main aim of subsidies to compensate expenses incurred by agricultural industry entities in investment activities is to improve access to goods, work or services within the framework of the realisation of investment projects in priority areas (sectors) of the agricultural industry by reducing capital intensity and improving investment rates of return. Investment subsidies are provided according to project certification as shown in the table below, and according to the investment project location.

Project certification

No.	Index
1.	Purchase agricultural machinery, machinery and equipment
1.1	Purchase agricultural machinery in demand
2.	Purchase selection and seed cultivation machinery and equipment
3.	Purchase seed cleaning and sorting equipment
4.	Create pasture flooding and water supply infrastructure for animal farms (wells)
5.	Create and expand cattle feeding facilities
6.	Create and expand facilities to farm dairy cattle/goats
7.	Create and expand cattle slaughter and meat processing facilities
8.	Create and expand dairy processing facilities; create milk reception centre; purchase equipment and machinery for agricultural cooperatives, procurement organisations, milk reception centres and milk processing enterprises
9.	Purchase silk storage receipt centre equipment
10.	Create and expand hide and wool primary processing enterprises
11.	Create and expand irrigation and drip irrigation systems
12.	Build and expand greenhouse systems
12.1	Build and expand aquaponics greenhouses
13.	Lay an intensive apple garden from 5 ha and above
14.	Lay fruit and berry crops and grapes from 5 ha and above
15.	Create and expand facilities to produce up to 20 thousand tonnes of poultry meat per year
16.	Create a selection and hybrid centre with capacity to receive and grow from 1,200 hybrid breeding sows
17.	Create and expand facilities to grow from 1,000 breeding sows

No.	Index
18.	Create a complex feed plant
19.	Purchase machinery and equipment to process up to 50/tonnes of bird droppings per day
20.	Create and expand a first and second stage poultry pedigree reproducer
21.	Purchase equipment and machinery for commercial fishing industry sites of over 50 ha
22.	Build and expand grain elevators
23.	Build and expand potato and vegetable storage units of over 1,000 tonnes
24.	Build and expand fruit storage units of over 1,000 tonnes
25.	Create and expand operational enterprises to process fruit/vegetables/gourds
26.	Build potato processing enterprises
27.	Create and expand oil and fat production enterprises
28.	Create and expand enterprises involved in advanced grain processing
29.	Create and expand sugar production enterprises
30.	Purchase equipment to expand enterprises producing from 2,000 tonnes of confectionary per year
31.	Expand poultry farms with an increase in production capacity from 50 million eggs per year
32.	Create and expand closed cycle fish breeding facilities to grow from 20 tonnes of commercial fish per year or purchase equipment to create fisheries using a cage line to produce from 40 tonnes of commercial fish per year
33.	Purchase agro-chemical laboratory equipment to analyse soil
34.	Create an artificial water body to collect meltwater

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Sector support from the Entrepreneurial Code



Entities realising or planning to realise investment projects with respect to priority activities according to Government Resolution No. 13 dated 14 January 2016 may receive state support stipulated by the Entrepreneurial Code and a number of state programmes.

Types of state support stipulated in the Kazakhstan Entrepreneurial Code No. 375–V dated 29.10.2015

The Entrepreneurial Code provides for investment concessions based on investment project classification.

Investment project

- Customs duty exemptions
- State grants
- Import VAT exemptions

Priority investment project (create new production)

- Customs duty exemptions
- State grants
- Tax exemptions
- Investment subsidies

Priority investment project (expansion of existing projects)

- Customs duty exemptions
- State grants
- CIT exemptions

Special investment project

- Customs duty exemptions
- Import VAT exemptions

Priority activities to implement investment projects within the framework of the Entrepreneurial Code

Section	Class	Subclass
Fishing	Sea fishing	Fishing on a commercial basis in the ocean and coastal waters
		Catching marine crustaceans and shellfish
		Catching whales
		Catching sea animals: sea turtles, jellyfish, octopuses, sea urchins, etc.
		Sea fishing from a vessel, processing, preparation and canning of fish
		Collection of other marine organisms and materials: natural sea pearls, sponges, corals and algae
Aquaculture	Freshwater fishing	Fishing on a commercial basis in inland waters
		Catching crustaceans and shellfish in fresh waters
		Catching marine species in fresh waters
		Collection of freshwater materials
	Sea aquaculture	Fish farming in seawater, including aquarium fish farming
		Production of shellfish caviar (oysters, mussels, etc.), lobster, shrimp, fish fry and their manual processing
		Growing red algae and other edible algae
		Breeding of crustaceans, bivalve shellfish, other shellfish and other aquatic animal species in seawater.
	Freshwater aquaculture	Freshwater fish farming, including freshwater aquarium fish farming
		Breeding of freshwater crustaceans, bivalve shellfish, other shellfish and other types of aquatic animals
		Hatchery work (freshwater)
		Breeding frogs

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Sector support within the framework of the “Saving Simple Things” Programme



- The goal of the “Saving Simple Things” Programme is to saturate the domestic market with domestic goods, raise the competitiveness of the manufacturing industry, and, above all, release a wide range of consumer goods.
- The credit facility is made available to business projects implemented in priority sectors of the economy in accordance with an approved list of goods for credit financing of priority projects, which includes the food industry. Within the Programme framework, the state subsidises bank loan interest rates.
- The Project operator is Damu. According to the operator, 171 projects were subsidised for 169 mln USD in 2019 (subsidies paid amounted to 3 mln USD). In 2020, 169 projects were subsidised for 230 mln USD (subsidies paid amounted to 7 mln USD).
- According to the Atameken National Chamber of Entrepreneurs, approved projects include the production of consumer goods such as furniture (kitchen furniture, couches, garden chairs, beds, drawers and others); clothing (jackets, suits, blouses, shoes, overalls, etc.); food products (pasta, bakery products, meat and sausages, dairy products, confectionery, etc.); chemicals (fertilizers) and building materials (bricks, cement), as well as service facilities (construction of kindergartens, preschool institutions, sanatoriums, hotels, rehabilitation centres and recreational compounds) and others.

Programme conditions

Eligible entities	private businesses (small, medium-sized and large businesses)
Interest rate	15% per annum
Subsidy amount	up to 9% of the nominal interest rate
Project purpose	investments and replenishment of working capital; replenishment of working capital is allowed on a renewable basis
Maximum amount per borrower	unlimited
Subsidy period	for investment – 10 years, without further extension to replenish working capital – 3 years, without further extension
Loan refinancing	not stipulated
Current loans	loans issued by banks after government resolution No. 820 dated 11 December 2018 entered into force are allowed

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Sector support from the SIIDP 2020-2025 Programme



- The goal of this Programme is to develop Kazakhstan’s competitive manufacturing industry in domestic and foreign markets (Government Resolution No. 1050 dated 31 December 2019). During the Programme implementation period, the major focus is on the realisation of key export-oriented projects.
- Baiterek National Managing Holding is one of the main operators implementing Programme objectives such as increasing production volumes and expanding the range of processed goods in demand in domestic and foreign markets, as well as promoting technological development and digitalisation of manufacturing industries.
- Specifically, Baiterek continues as the operator of all repayable financial support measures through subsidiaries, and its powers include raising funds from external and internal debt and capital markets to provide preferential loans to manufacturers.

Programme financing, mIn USD

Index	2020	2021	2022	2023	2024	2025
National budget	353	513	257	257	242	239
Total	353	513	257	257	242	239

Project financing and lease financing through the SIIDP Programme

- 1) Lending through financial institutions will continue with interbank lending schemes through the Development Bank of Kazakhstan and Damu Entrepreneurship Development Fund.
- 2) Development Bank of Kazakhstan provides long-term financing by mixing 50/50 budget funds and commercial funds for a period of 20 years, with end borrower rates from 8%, with company participation in at least 20% of the project amount.
- 3) Long-term lease financing for equipment upgrades is provided by DBK-Leasing JSC to industrial and innovative entities implementing and (or) planning to implement projects in priority sectors of the economy.
- 4) Interest rate subsidies for loans issued by financial institutions and loan liability guarantees provided with nominal interest of up to 15% per annum, pursuant to Government Resolution No. 820 dated 11 December 2018.

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Sector support from the “Business Road Map 2025” Programme



- The Business Roadmap 2025 Program for business support and development aims to meet the goal of the public message of the President of Kazakhstan "Kazakhstan-2050 Strategy: a new political course of the established state" dated 14 December 2012. The program implements instruments of state support in the form of subsidies for part of the interest rate on loans / financial leasing agreements and loan guarantee agreements.
- The Programme provides for state grants and training for entrepreneurs aimed at supporting and developing small and medium-sized businesses in Kazakhstan.
- The objectives of the Programme are to ensure the sustainable and balanced growth of regional entrepreneurship, and maintain existing and create new permanent jobs.
- The Programme incorporates three directions:
 - support for new entrepreneur business initiatives in monotowns, small towns and rural settlements
 - industry support for entrepreneurs operating in priority sectors of the economy
 - non-financial measures to support entrepreneurship
- The Programme priority sector list includes crop production.
- 1,018 mln USD has been allocated to implement the Programme until 2025.

Programme conditions	
Eligible entities	Entrepreneurs/entities involved in industrial and innovative activities implementing and/or planning to implement their own projects in priority sectors of the economy
Loan rate	up to 14% per annum
Purpose of the projects	Investments, replenishment of working capital, refinancing; replenishment of working capital is allowed on a renewable basis
Guarantee amount	up to 2.4 mln USD and up to 50% of the guarantee amount
Loan amount	up to 16.9 mln USD
Subsidy period	up to 5 years

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Government incentives from QazIndustry



- QazIndustry is the single coordinator providing assistance to industrial enterprises at all stages - from technological solutions and new production lines to certification, export and the implementation of digital technology.
- The entity provides state financial support free of charge for Kazakhstan producers. These include innovative grants to commercialise technology, upgrade technology used by enterprises and industries, and reimburse certain types of costs to enterprises aimed at increasing work performance and promoting exports.

Business support is provided by:

Reimbursing part of the costs of entities involved in industrial and innovative activities to promote domestic processed goods on foreign markets



Reimbursing part of the costs of entities involved in industrial and innovative activities to promote domestic processed goods domestically



Reimbursing part of the costs of entities involved in industrial and innovative activities to increase work performance and develop regional clusters



Types of reimbursable costs on external markets

- overseas advertising of goods
- participation in overseas exhibitions, fairs and festivals
- publishing catalogues for distribution overseas (development and translation)
- maintaining representative offices, retail space and warehouses overseas
- registering trademarks (brands) overseas
- certifying goods overseas
- delivering goods by rail, road, air and sea; organising transportation

Reimbursable costs on external markets

- no more than 13,000 times the minimum calculation index per entity
- historical reimbursement period is 32 months prior to the date of application

40% Large business

50% Medium-sized business

60% Small business

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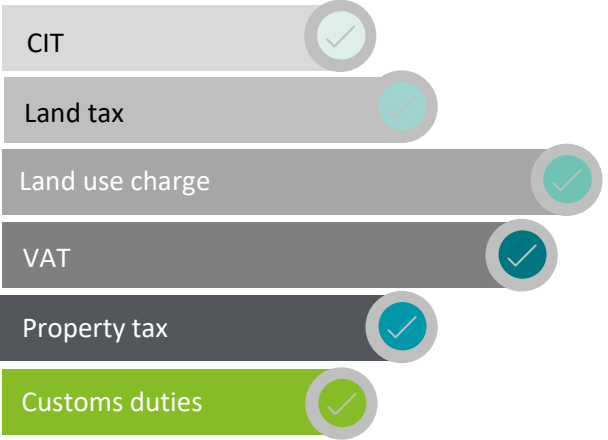
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Free economic zones



- A special economic zone (“SEZ”) is a part of Kazakhstan territory where special tax rules apply and infrastructure facilities are in place to perform priority activities.
- According to Minister of Investment and Development Order No. 142 dated 27 February 2018, aquaculture, marine fish farming, freshwater fish farming and feed production is included in a list of priority activities broken down into special economic zones. The list of priority activities includes the following SEZ:
 - Seaport Aktau
 - Khorgos – Eastern Gates
 - Saryarka.
- According to the Tax Code, SEZ members are exempt from:



The following are also provided:

- Land for 10 years
- Overseas nationals can be hired according to a simplified procedure

To receive tax concessions, SEZ members should meet all of the following simultaneously:

- 01 Be registered as a taxpayer with the tax authorities in the SEZ
- 02 Have no structural divisions outside of the SEZ
- 03 No less than 90% of its aggregate annual income should be generated from the sale of goods of own production/services (in the relevant priority areas for the given SEZ)

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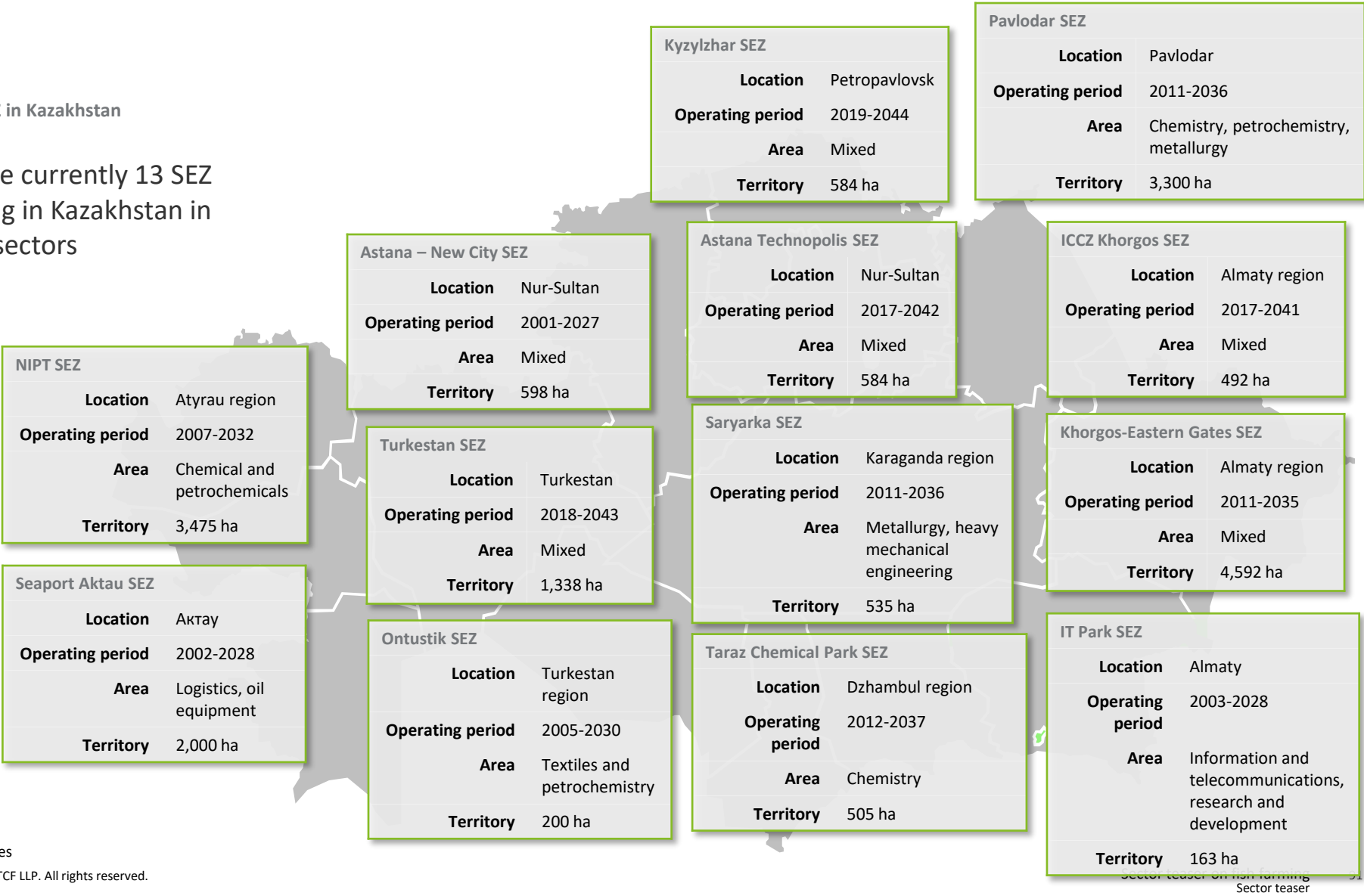


Free economic zones



Current SEZ in Kazakhstan

There are currently 13 SEZ operating in Kazakhstan in various sectors



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Growth of the global fish market

The fish market volume was estimated at USD 229.9 billion in 2020. This figure is projected to reach USD 253.4 billion by 2025 with CAGR of 2% in the period between 2020 and 2025. Global ready-made fish product market totaled USD 32.2 billion in 2020. China, Thailand, Vietnam, and Indonesia are the top four exporting countries of ready-made fish products. These countries account for more than 45% of world exports of ready-made fish products.

Salmon - the market leader

The salmon market was valued at USD 23.9 billion and accounted for about 10.2% of the fish market volume in 2020. The salmon market is projected to reach USD 38.4 billion by 2027, with CAGR of 5.8% in the period between 2021 and 2027. In 2020, the largest share of the global salmon market fell on the Asia-Pacific region – USD 13.2 billion (55%) and this figure is expected to reach USD 21.1 billion by 2027.

Increased demand for fish products

The consumption of fish products is growing rapidly in the world. In 2020, the consumption rate was 20.5 kg of fish products per capita in the world, for comparison 60 years ago this figure was less than 10 kg. According to FAO forecasts, by 2030 the global per capita consumption of fish products will increase by 6% and reach 21.7 kg. The growth is driven by the increasing demand for a high-protein diet. In addition, the growth of retail trade through online and convenience stores is an important factor driving the growth of the fishery market.

Impact of COVID-19 on the fish market

The pandemic has had a negative impact on the demand for fish products. The total or partial closure of restaurants and hotels due to the COVID-19 pandemic and related restrictive measures have led to a decrease in demand for expensive fresh fish and seafood. From Q2 2020, consumer demand for packaged and frozen fish products has grown.

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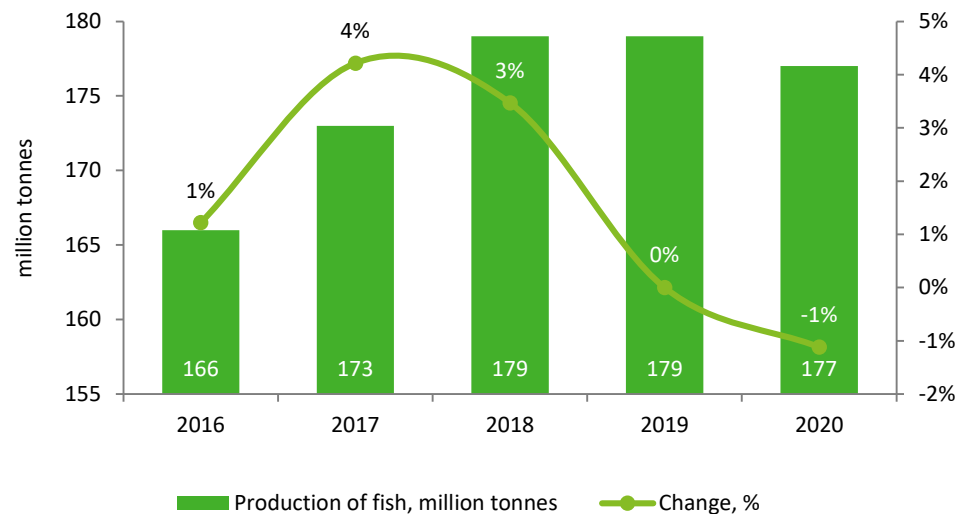
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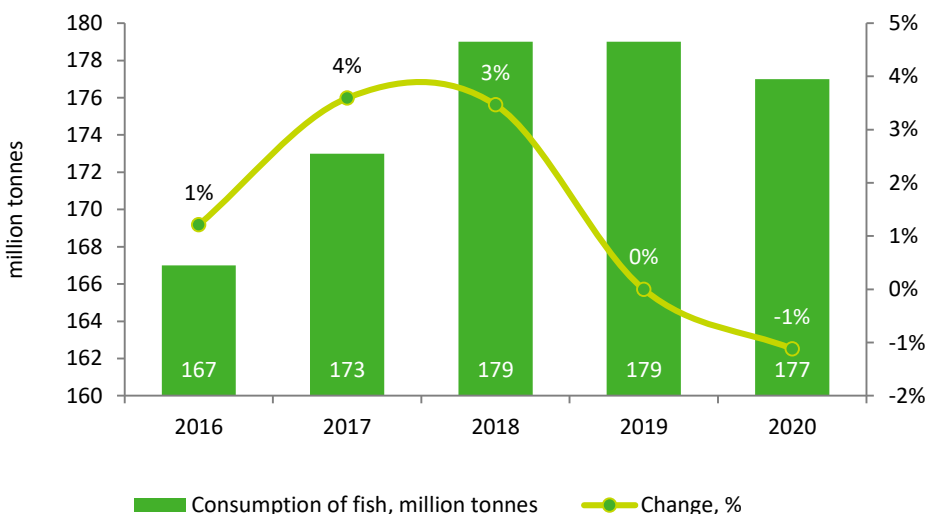
Fish production and consumption



Change in global fish production, million tonnes



Change in global fish consumption, million tonnes



- On average, global fish production was 175 million tonnes over the period from 2016 to 2020, with CAGR of -0.3%. According to forecasts, by 2030 global fish production will increase to 200 million tonnes. CAGR of production volumes in the period from 2020 to 2030 will amount to 1.3%.
- In 2020, global fish consumption declined slightly, amounting to 177 million tonnes. CAGR in 2016-2020 was -0.3%. According to the OECD forecasts, in 2025 fish consumption will reach 190 million tonnes. The main factors driving the growth of the market are the preference of healthier products and the growth of the middle class, increase in disposable income and accelerated urbanisation.

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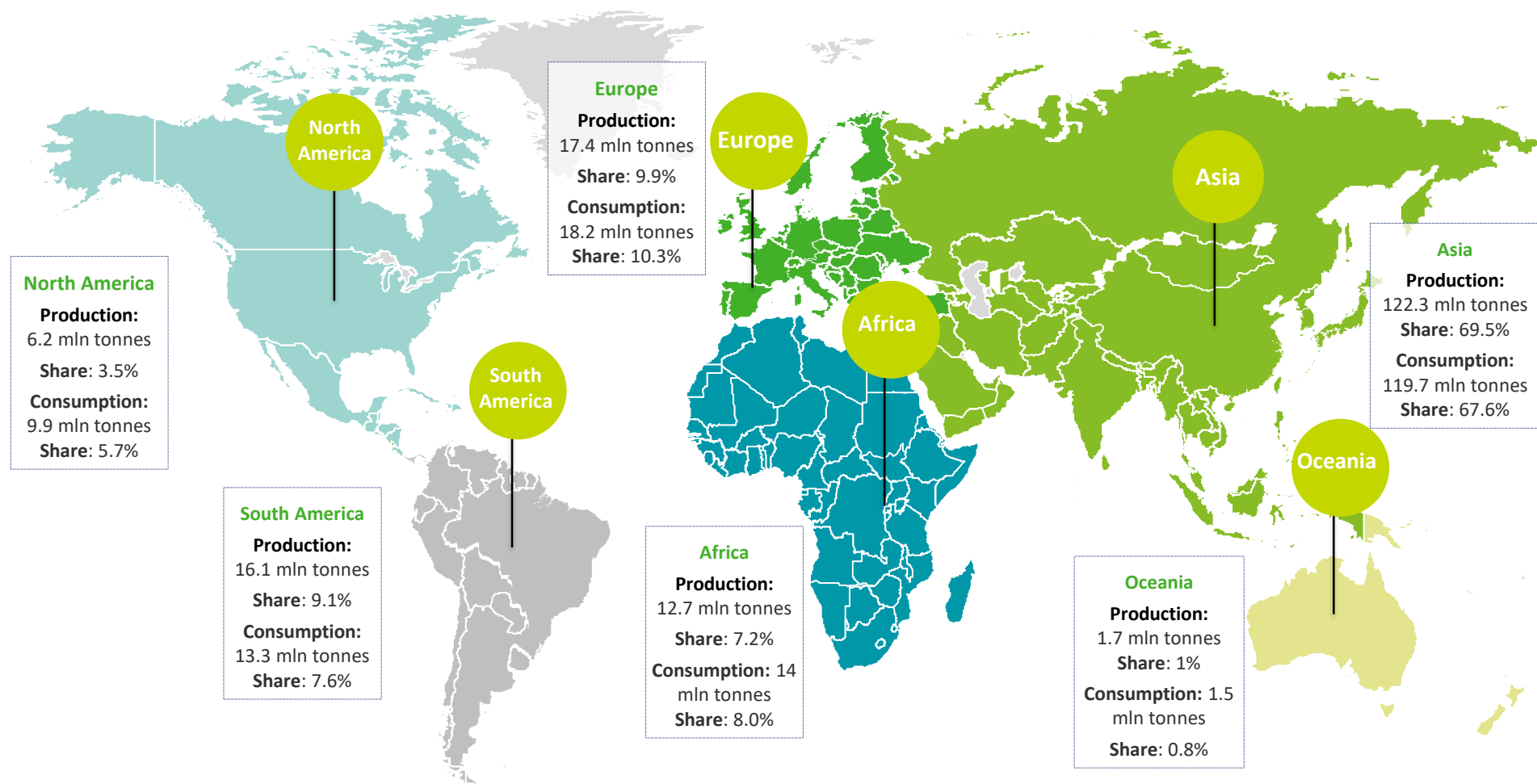
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Global fish production and consumption in 2020



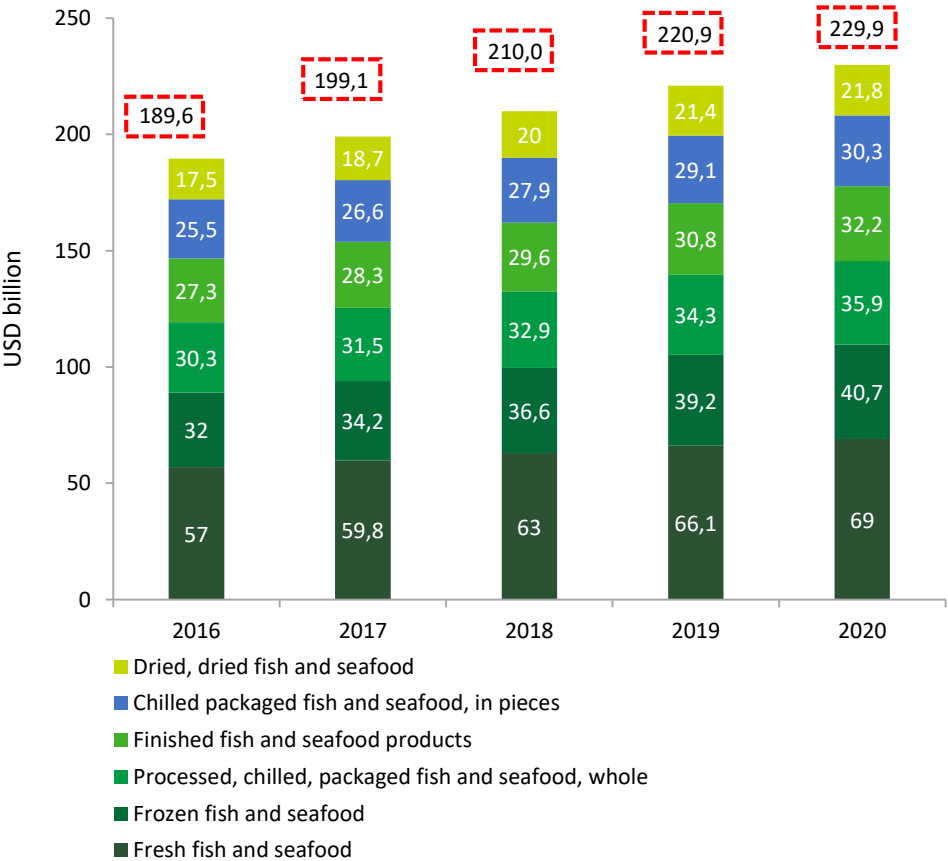
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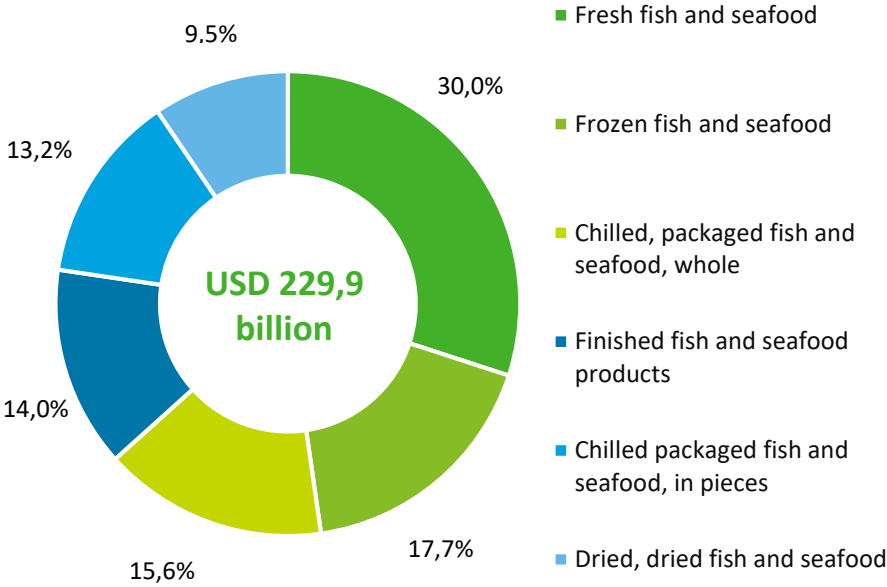
Global market of fish products and seafood



Structure of global market of fish products and seafood by types in 2016-2020, USD billion



Structure of global fish and seafood market by type in 2020, %



- In 2020, the structure of global consumption of fish and seafood was mostly occupied by fresh fish and seafood (30%), while its share increased by 18% compared to 2016.
- Throughout the period under review, the largest share in the global market was occupied by fresh fish and seafood, unprocessed products - 30.0% and frozen fish and seafood - 17.7%

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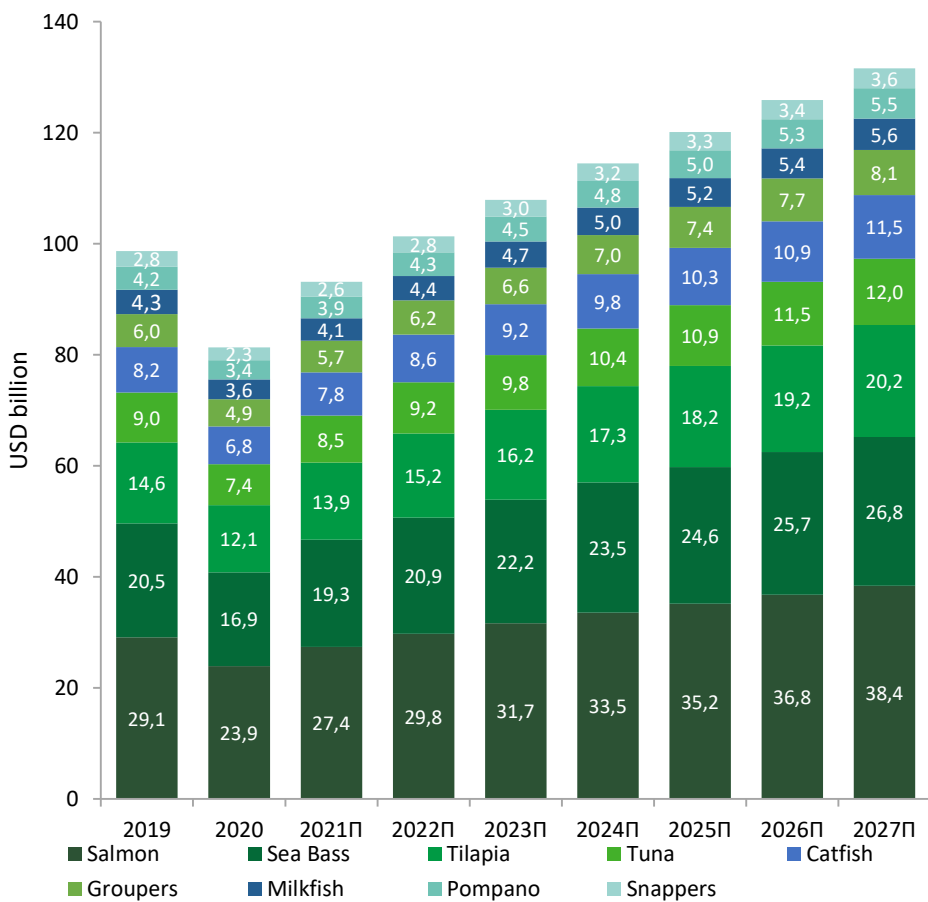
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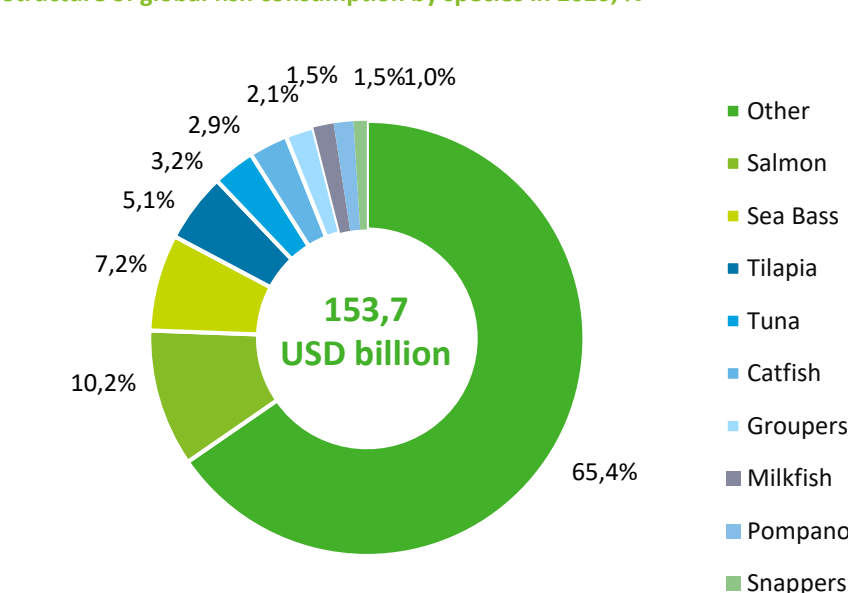
Global fish market



Change in global fish market, USD billion



Structure of global fish consumption by species in 2020, %



- The global fish market includes the following species: pompano, snapper, groupers, salmon, milkfish, tuna, tilapia, catfish, sea bass, etc. The most popular products in the world market are salmon, sea bass and tilapia: the total market volume is more than USD 85 billion.
- The global fish market is projected to reach USD 378 billion by 2027, with CAGR of 5% between 2021 and 2027. During the forecast period, the greatest demand is expected for the following fish species: catfish (CAGR 6.6%) and tilapia (CAGR 6.4%).









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Global producers of ready-made fish and seafood products (1/2)



List of key global producers of fish and seafood products for 2020

Company	Country	Overview	Logo
American Seafoods Group LLC.	USA	The company is engaged in catching, processing and selling of seafood. The company's products include pollock, yellowfin sole, Pacific cod and Pacific hake.	
Freiremar, SA	Spain	The Spanish company, founded in 1974, is engaged in catching, processing and selling of fish and seafood. The company sells its products to wholesalers and retailers operates in the most important fishing grounds in the world, from the Falkland Islands, Argentina to the banks off the African continent. Currently, the structure of the company includes 35 companies.	
Kangamiut Seafood A/S	Denmark	The Danish company is engaged in catching, processing and selling of seafood. The company processes scallops, Atlantic cod, cooked and peeled shrimp, Atlantic haddock, Greenland halibut, pike perch, shell-on prawns, pelagic fish and perch fillets. In addition, the company offers a wide variety of frozen fish and seafood around the world.	
Lee Fishing Company	Australia	The Australian company is engaged in catching, processing and selling of fresh and frozen seafood. The most popular products include a variety of raw and cooked shrimp, crabs and other shellfish. The company runs a fleet of trawlers that operate in the coastal regions of Queensland. The company's processing plant is located in Tin Can Bay.	
Mowi ASA	Norway	The Norwegian company, founded in 1964, is engaged in the catch, processing and wholesale of fish and seafood. The company has offices all over the world. It is considered one of the largest producers of Atlantic salmon.	
Bolton Alimentari SPA	Italy	The company is engaged in the production and processing of fish and seafood, owns a large number of brands and has its own widely developed distribution network.	
Thai Union Group PCL	Thailand	Thai Union Group PCL is a producer, processor, distributor and exporter of frozen and canned seafood. The company has production facilities in the USA, Norway, France, Portugal, UK, Ghana, Seychelles, China, Thailand, Poland, Vietnam and other countries in Europe and Africa.	
Alsons Aquaculture Corporation	Philippines	It is the largest fish and seafood processor and exporter in the Philippines. The company is constantly expanding the geography of supplies: 70% of its products are exported and the rest are sold in the segment of retail chains and HoReCa.	

Source: EMIS, open sources

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Global producers of ready-made fish and seafood products (2/2)



List of key global producers of fish and seafood products for 2020

Company	Country	Overview	Logo
Alpha Group LTD	Kenya	Alpha Group Ltd. is engaged in shipping and logistics and seafood operations in Kenya. The company operates in the areas of lake fishing and processing, deep sea fishing and aquaculture. In addition, the company sells valuable fish, meat and poultry products.	
Aquaculture Technologies Asia Limited	Hong Kong	The company is engaged in fish farming and fish farming services. It specialises in advising on fish farming, aquaculture recirculating systems, brackish water farming and aquaponics and is certified in hazard analysis and critical control panels used in the food industry to maintain the quality of its products.	
Cermaq Group AS	Norway	The Norwegian company engaged in the production of fish feed and management of fish farms. The company operates in three segments which include Cermaq Norway, Cermaq Chile and Cermaq Canada. The company has invested \$ 10.3 million in its R&D and has dedicated fish health teams and research facilities in Norway and Chile. It also has 18 wholly owned subsidiaries.	
Cooke Aquaculture	Canada	Cooke Aquaculture is committed to integrated aquaculture, which includes farming, processing and marketing of salmon. The company operates through two divisions, including aquaculture and fisheries. It offers fresh salmon, smoked salmon, cages and fish feed.	
Leroy Seafood Group ASA	Norway	The company is engaged in selling, processing and marketing of seafood. It offers a wide variety of seafood, including cod, fjord trout, pollock, mackerel, salmon, herring and shellfish. Leroy subsidiaries are located in Spain, Sweden, Finland, France, Portugal and Turkey.	
Nippon Suisan Kaisha, LTD.	Japan	Nippon Suisan Kaisha, Ltd. is engaged in the distribution of a wide range of seafood in Japan and abroad. The company offers aquaculture products in the food and seafood segments. The following products are sold under the Nippon Suisan brand: frozen products and shelf-stable products.	
P/F Bakkafrost	Faroe islands	The company produces and sells salmon products. The main activity of the company is the cultivation of marine fish products, mainly salmon caviar and commercial fish. Salmon is used for the production of salmon products and is exported to various overseas seafood processing companies.	
Tassal Group Limited	Australia	Leading salmon producer in Australia. In 2017, the company's capital expenditures amounted to USD 21.7 million. Notable brands of the Company include Tassal, Superior Gold and Tasmanian Smokehouse.	

Source: EMIS, open sources

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Technological advances in fish farming



The latest technological advances in fish and marine plant growing are driving the growth of the fish farming market.

Recirculating aquaculture systems

Aquaponics (co-cultivation of plants and animals)

Multi-aquaculture technology

Biotechnology development

- The latest technologies such as Recirculating Aquaculture Systems (RAS) and aquaponics help increase production and reduce water pollution.
- The introduction of multi-aquaculture technology all over the world will help reduce water pollution and environmental degradation. The use of integrated multitrophic polyculture technology to reduce organic waste in the water will also increase fish production.
- Biotechnology and genetics have great potential to increase production and improve environmental sustainability. The development of biotechnology in the aquaculture sector will contribute to the production of healthy and fast-growing fish using environmentally friendly means.

Genetic improvement of fish

Fish reproduction control

Manipulation of chromosome sets in shellfish

Parasitic disease control

- Recent developments such as genetic improvement of fish, control of fish reproduction, manipulation of chromosome sets in shellfish and control of parasitic diseases in fish are driving the global fish farming market.

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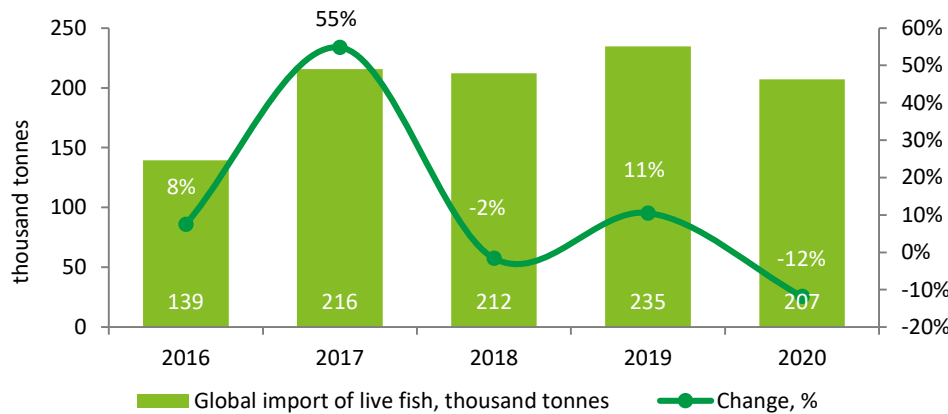
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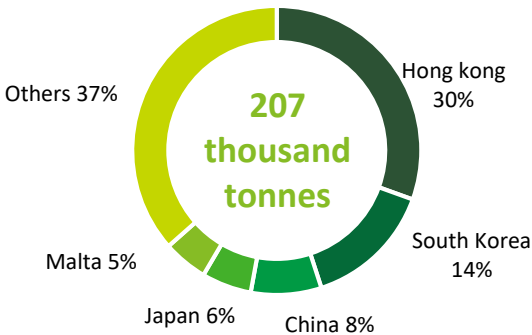
Global imports



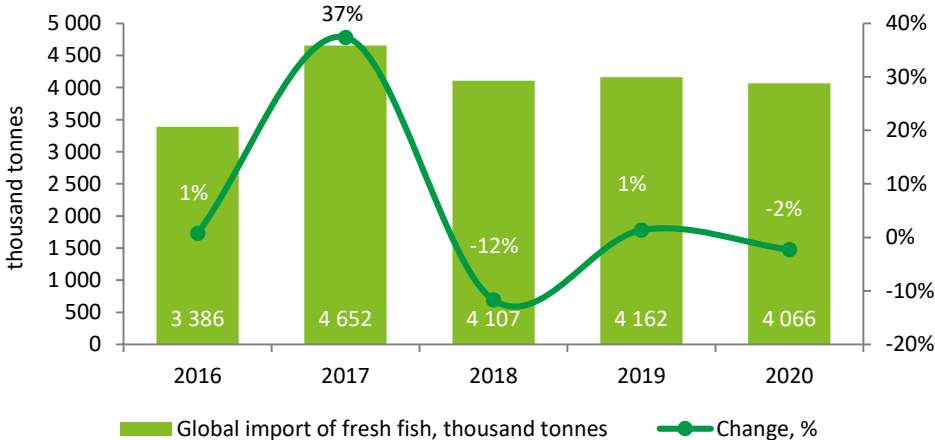
Change in global imports of live fish



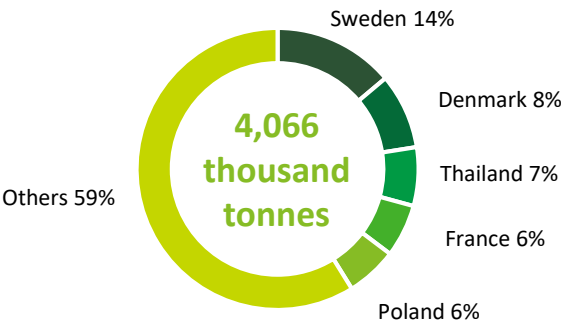
Structure of global imports of live fish in 2020



Change in global imports of fresh fish



Structure of global imports of fresh fish in 2020



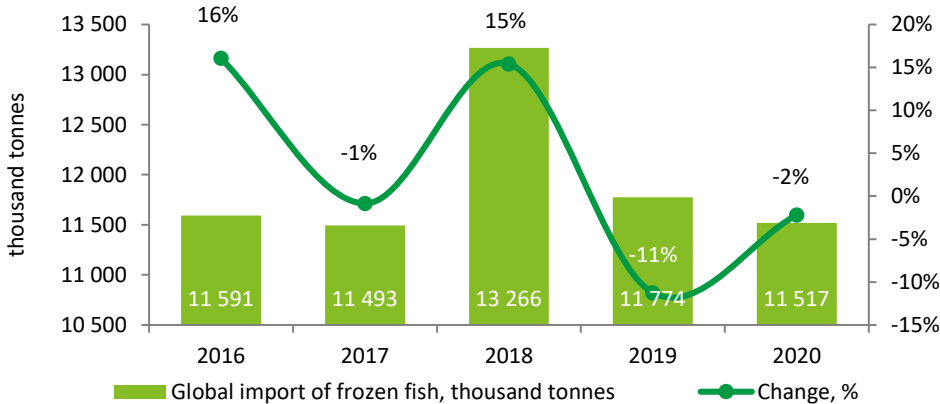
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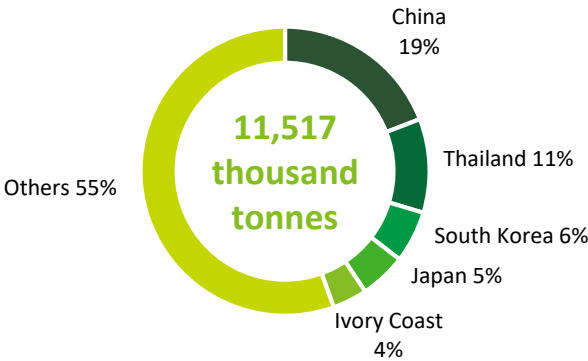
Global imports



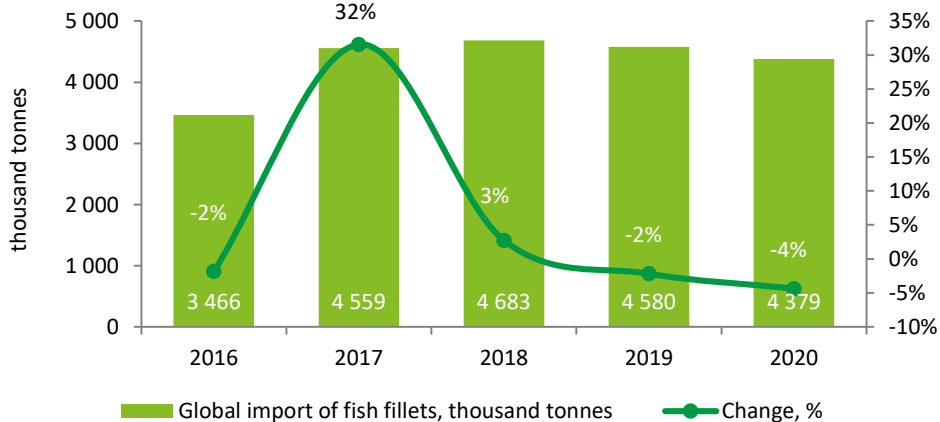
Change in global imports of frozen fish



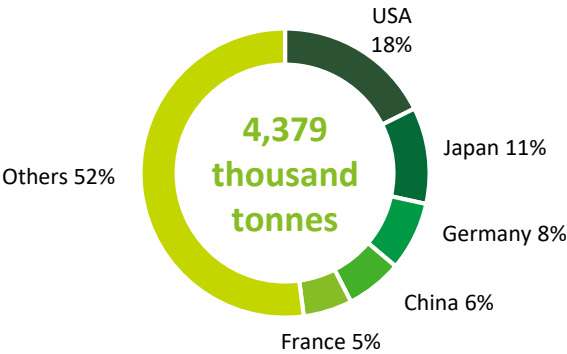
Structure of global imports of frozen fish in 2020



Change in global imports of fish fillets



Structure of global imports of fish fillets in 2020



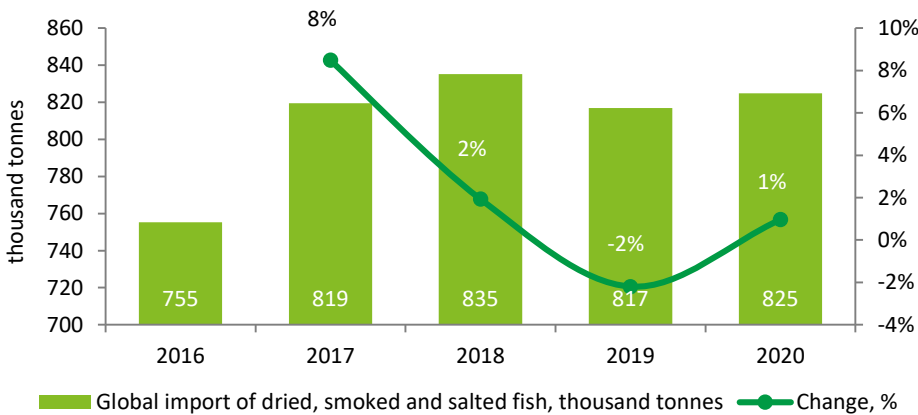
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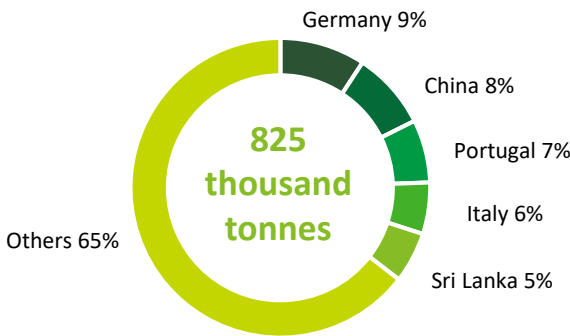
Global imports



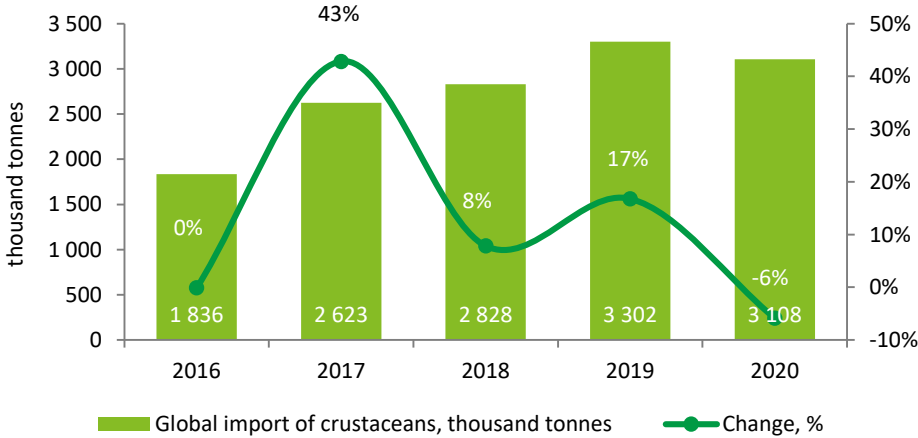
Change in global imports of dried, smoked and salted fish



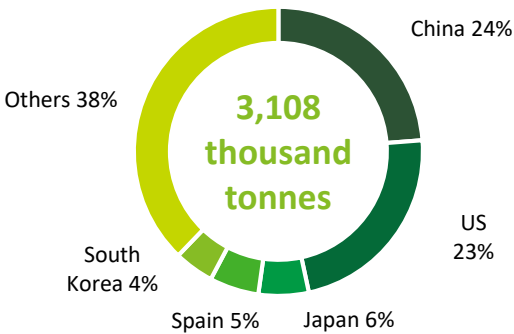
Structure of global imports of dried, smoked and salted fish in 2020



Change in global imports of crustaceans



Structure of global imports of crustaceans in 2020



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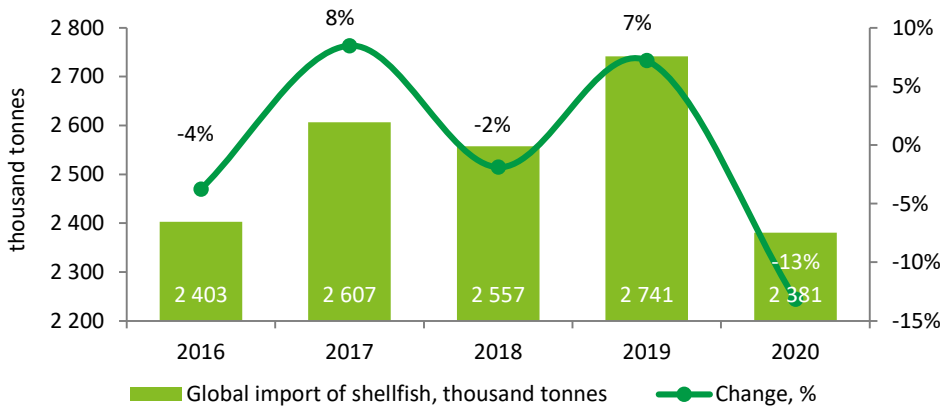
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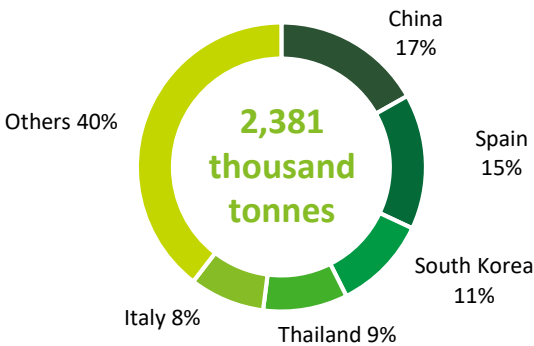
Global imports



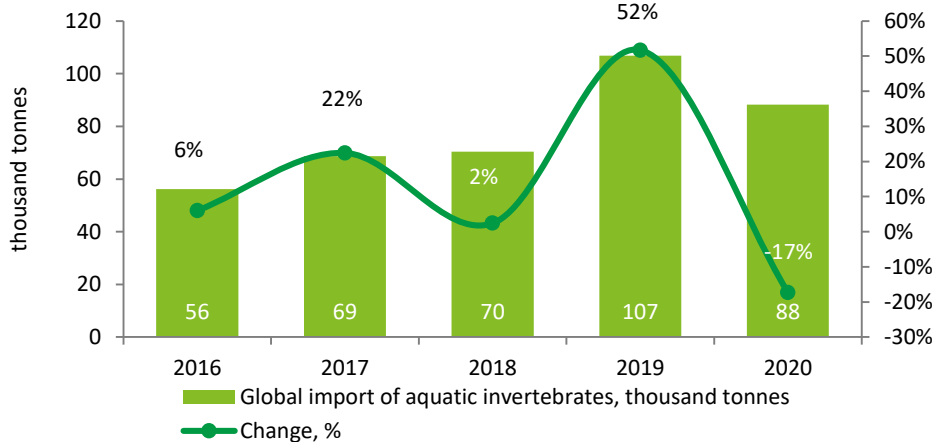
Change in global imports of shellfish



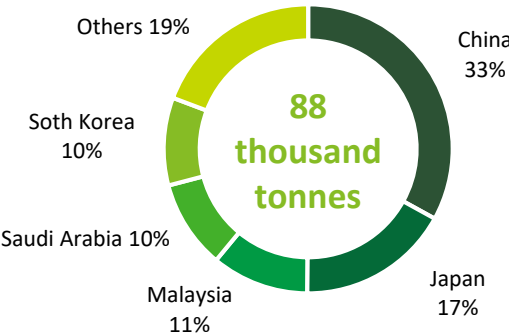
Structure of global imports of shellfish in 2020



Change in global imports of aquatic invertebrates



Structure of global imports of aquatic invertebrates in 2020



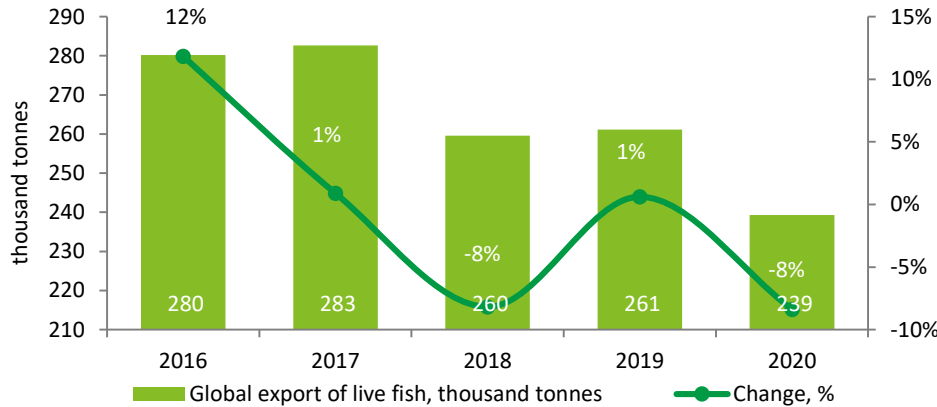
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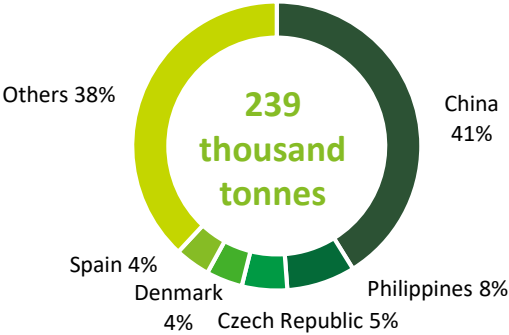
Global exports



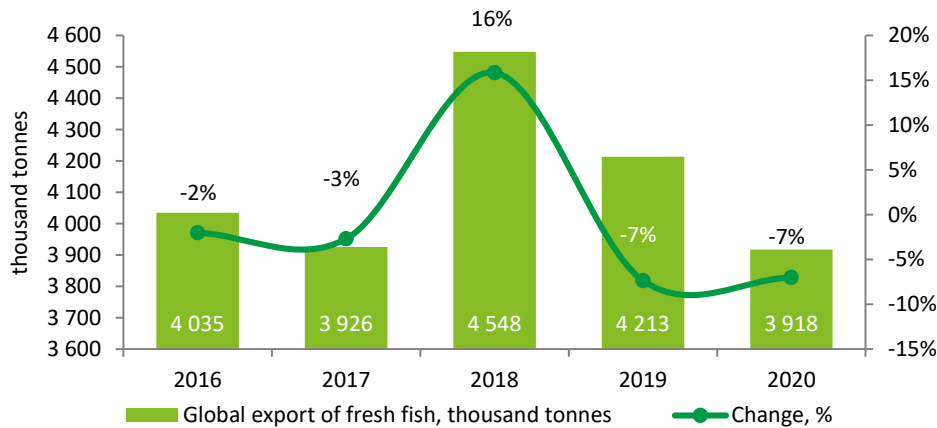
Change in global exports of live fish



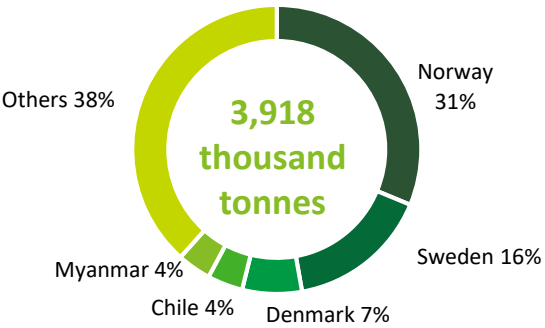
Structure of global exports of live fish in 2020



Change in global exports of fresh fish



Structure of global exports of fresh fish in 2020



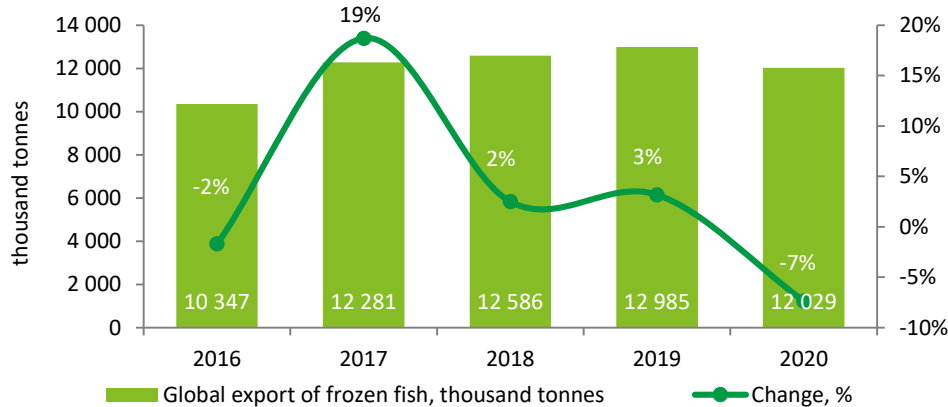
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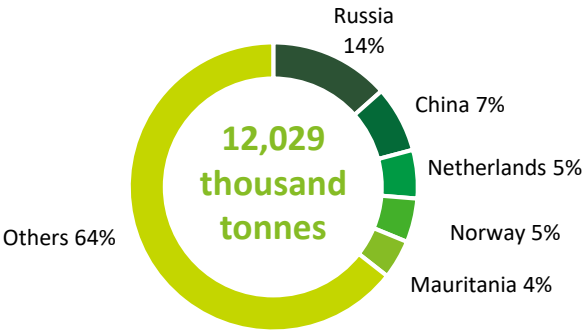
Global exports



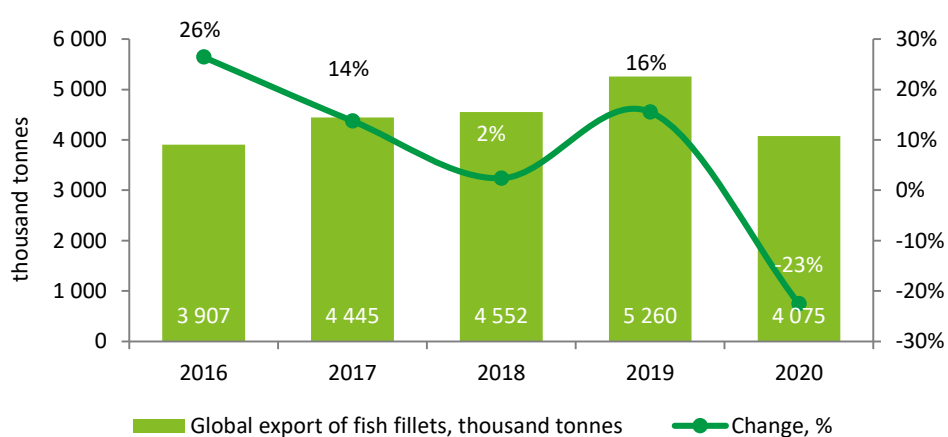
Change in global exports of frozen fish



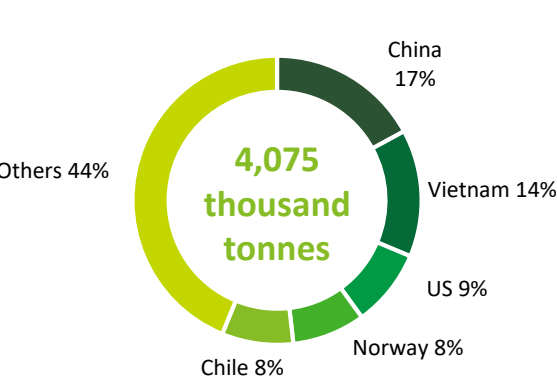
Structure of global exports of frozen fish in 2020



Change in global exports of fish fillets



Structure of global exports of fish fillets in 2020



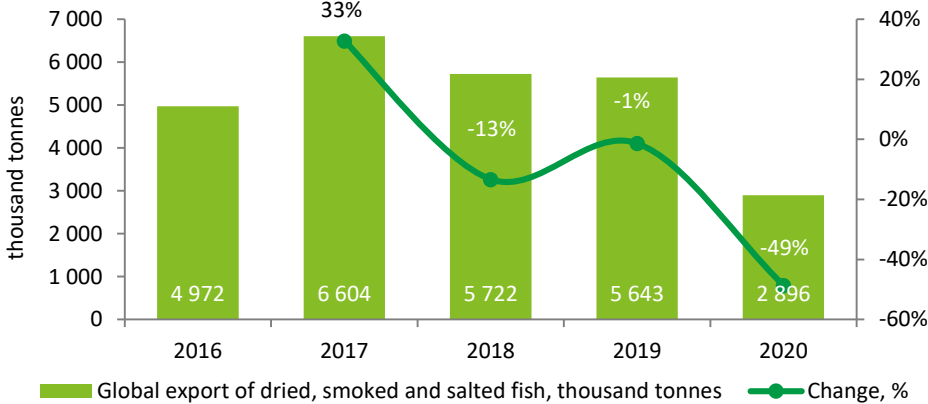
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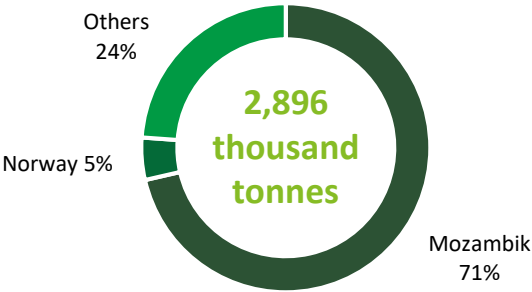
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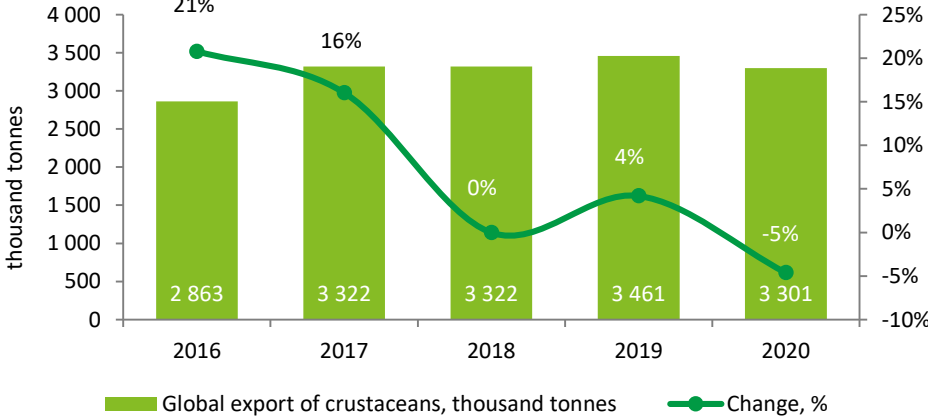
Change in global exports of dried, smoked and salted fish



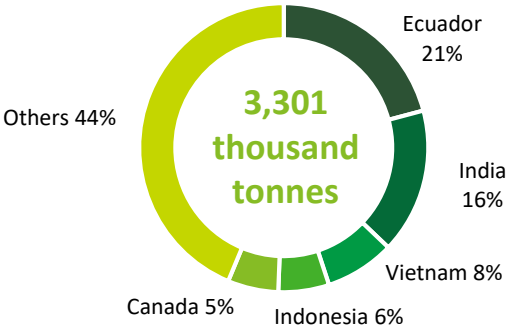
Structure of global exports of dried, smoked and salted fish in 2020



Change in global exports of crustaceans



Structure of global exports of crustaceans in 2020



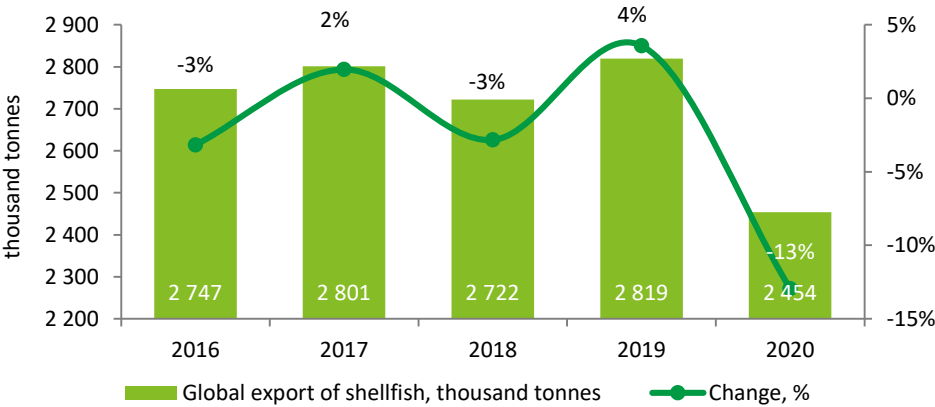
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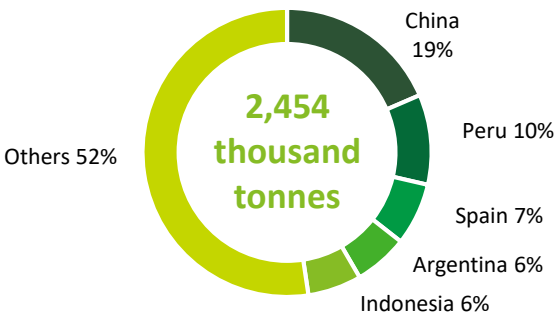
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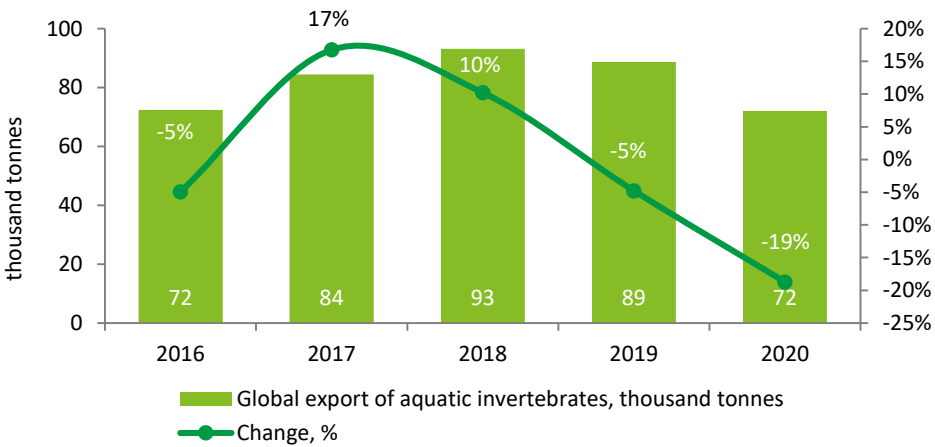
Change in global exports of shellfish



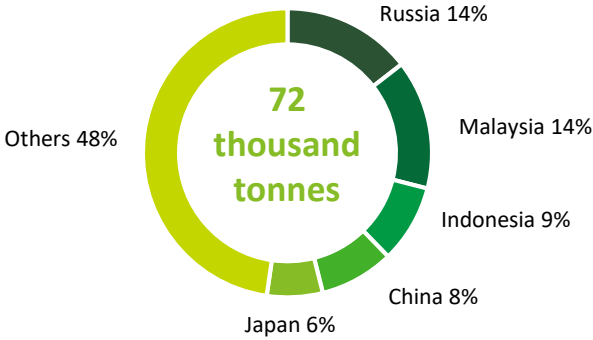
Structure of global shellfish exports in 2020



Change in global exports of aquatic invertebrates



Structure of global aquatic invertebrate exports in 2020



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CAGR	compound annual growth rate
EIU	The Economics Intelligence Unit
CIS	Commonwealth of Independent State
CIT	corporate income tax
EEU	Eurasian Economic Union
F	forecast (in tables or graphs)
GDP	gross domestic product
JSC	joint stock company
kg	kilogram
KZT	tenge, national currency of Kazakhstan
LLP	limited liability partnership
n/a	not available/applicable
Q	quarter
SEZ	special economic zone
VAT	value added tax
x	confidential data (in graphs)

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