



MINISTRY OF TRADE AND INTEGRATION REPUBLIC OF KAZAKHSTAN

Presentation of the investment and export potential Kazakhstan for Japanese companies

bln\$

Export of Kazakhstan

Jan-nov., 2019

53

-18,2%

jan-nov, 2020

43,4

Raw goods

Jan-nov, 2019

38,6

-23,8%

Jan-nov, 2020

29,4

Non-raw goods

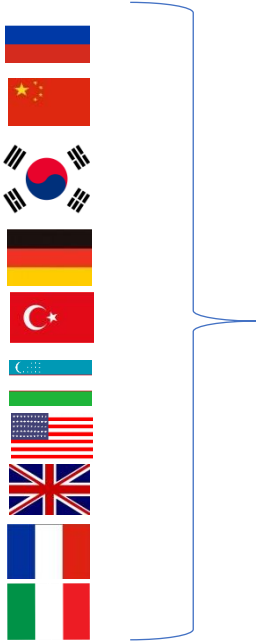
Jan-nov, 2019

14,4

-3,4%

jan-nov, 2020

13,9



-2,8%

Average growth slowdown in Kazakhstan's TOP-10 partner countries



-7,4%

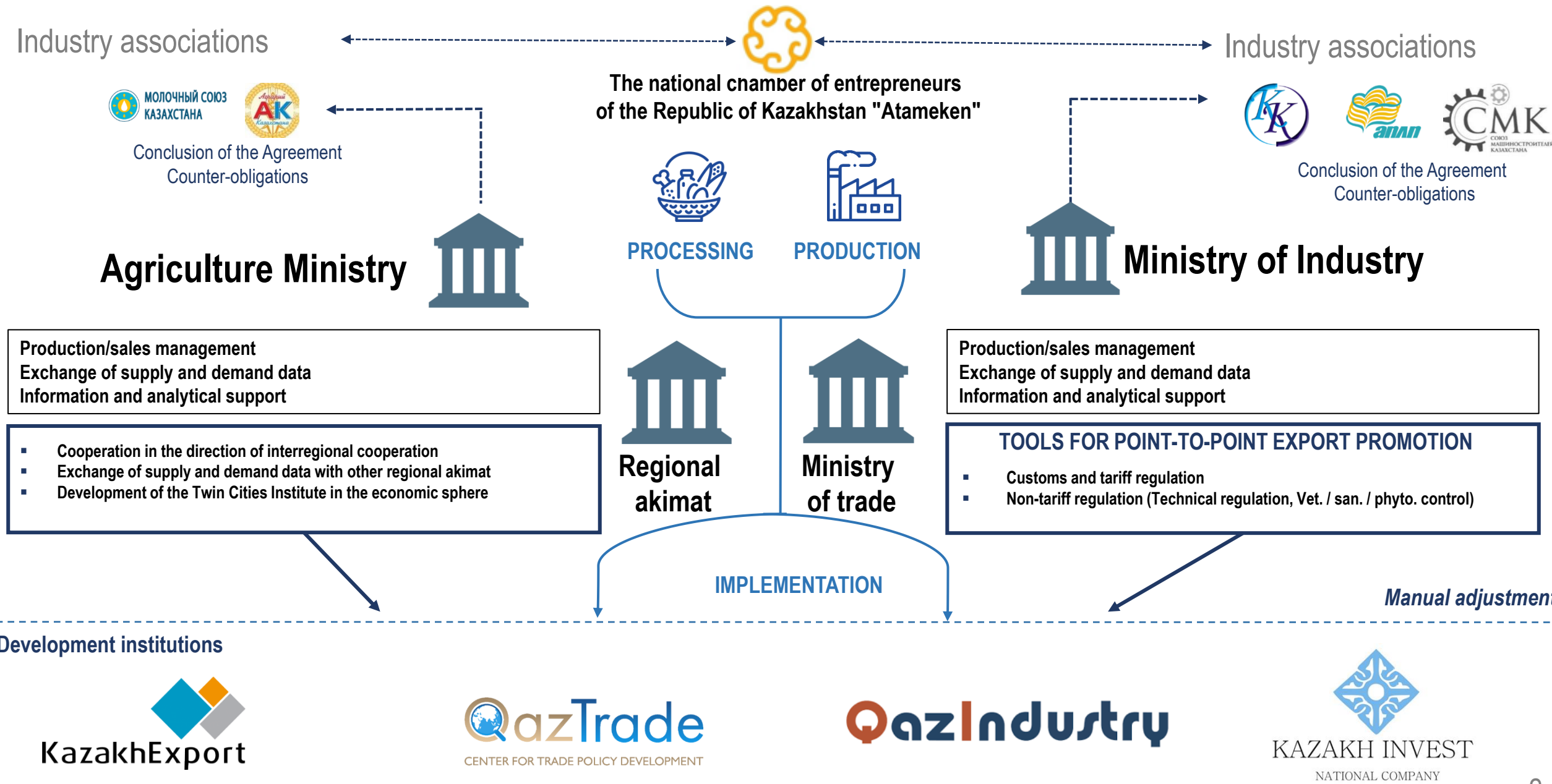


-3,1%

-9,2%

Decline in global trade turnover

SYSTEM OF INTERACTION OF MINISTRY ON TRADE AND DEVELOPMENT





Telegram channel – a way of quickly solving the problems of exporters

>700

processed requests since 28.03.2020,
continuous data collection and real-time
monitoring

24/7

mode of **expert support** of enterprises on
foreign trade issues

Portal export.gov.kz concentration of all state support measures for exporters



QAZAQSTAN
EXPORTAL



Submission of applications for state support
measures



Encyclopedia for exporters



QazTrade
ACADEMY

QazTrade
Platform

Academy

Educational



Interactive analytics and ready-
made research



"Personal account of the exporter"



Logistics Calculator



Search engine for Kazakhstani goods
and manufacturers

Successful cases

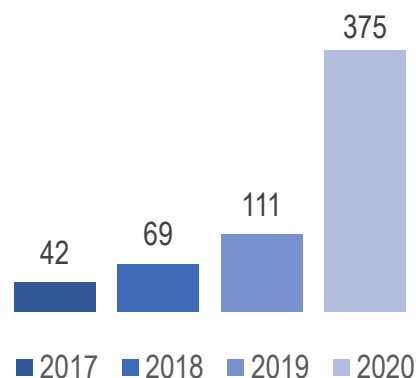
- ✓ Together with the **UAE Embassy, an air express was organized** for the export of chilled lamb and beef to the UAE in the amount of 22 tons
- ✓ The **green corridor on the Kazakh-Chinese** border has been resumed
- ✓ Delivery of **domestic antiseptic** in the Russian Federation
- ✓ Export of **10 tons of honey** to the UAE
- ✓ Export of **milk powder** to China

Problematic issues

- ✓ Congestion on the Kazakh-Chinese state border (from July 1, 2020, the capacity for cars at the Nurly Zhol railway station is 20-30 cars / day. The real needs of exporters are about 1000 cars / day)
- ✓ Long-term inspections and sanitation of trucks and railway cars
- ✓ Lack of a specific list of priority export goods, other than perishable goods

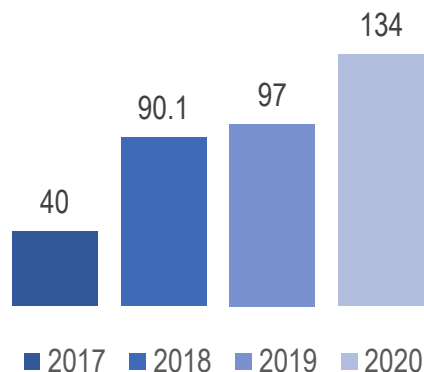


Number of supported exporters



Export support through the implementation of insurance tools to protect export operations

The volume of insurance obligations assumed, in billion tenge



322,7 \$mln. volume of insurance obligations assumed

2 \$mln. - the amount of export contracts

38,6 \$mln. - the amount of export trade financing

32,3 \$mln. - the amount of pre-export financing



Results of 2020

487 Applications approved

216 Subjects supported

13,4 \$mln. refunded

Reimbursement of part of the costs to the subjects for the promotion of domestic processed goods in foreign markets

by type of cost			\$ mln.
Delivery	486	100%	12,7
Railway	323	66%	10
Automobile	120	25%	1,9
By sea	34	7%	0,6
Air Cargo	9	2%	0,1
Promotion	59	100%	0,7
Exhibitions, forums	32	54%	0,2
Advertisement	10	17%	0,3
Rent of warehouses, premises	7	12%	0,03
Trademark registration	4	7%	0,02
Making a catalog	2	3%	0,09
Certification	4	7%	0,02

80% cost coverage for high-tech goods and 50% for medium-value goods. Expanded types of costs for licensing and certification, rental of retail shelves

BRINGING COMPANIES TO FOREIGN MARKETS



35

exporters took part in Qaztrade Accelerator



18

contracts for 75 goods in the framework of the Shanghai Expo-2020 in the amount of US \$ 167 million



According to the results of the analysis, China was identified as the target market



The food industry enterprises underwent accelerated development of export competencies

BRINGING COMPANIES TO ALIBABA



50

issued gold Alibaba accounts for 4,000 products, signed contracts for \$ 17 million.



17

Millions of dollars.US \$ of contracts concluded



The company Sunbeealtai LLP made sales through Alibaba, and at its own expense extended the validity of its account, because it saw a stable demand for its products, not only in the Chinese market, but also in the Middle East.



Optograd has signed contracts with the United Arab Emirates and Oman for the supply of meat products in the amount of \$ 1.8 million through e-commerce sales channels



Consulting and analytical support for exporters

103

The companies received recommendations for improving the conduct of export activities to find counterparties

14

Industry Express digests

>60

Foresight of research on the requests of exporters

Potential goods

Food processing industry – 53,6 \$ mln.

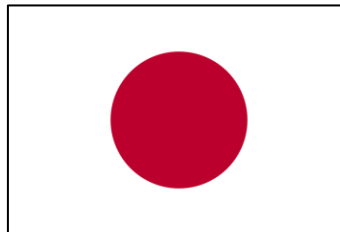
- ✓ Cigarettes containing tobacco
- ✓ Raw rapeseed oil
- ✓ Sunflower or safflower oil, raw
- ✓ Fillet of other fish ice cream
- ✓ Wheat waste
- ✓ Confectionery
- ✓ Crude linseed oil
- ✓ Pasta products
- ✓ Wheat flour or wheat-rye flour
- ✓ Sunflower and safflower oils
- ✓ Chocolate and other food products containing cocoa
- ✓ Semi-collapsed rice
- ✓ Black tea
- ✓ Unroasted malt



+400 \$mln

Chemical and petrochemical industry – 176 \$mln.

- ✓ Phosphorus yellow ('white')
- ✓ Polypropylene
- ✓ Chemical fertilisers
- ✓ Silicon
- ✓ Ammonium nitrate, including in aqueous solution
- ✓ Sodium Triphosphate (Sodium Tripolyphosphate)
- ✓ Chromium oxides and chlorides
- ✓ Saturated acyclic hydrocarbons
- ✓ Benzene
- ✓ Sulfates
- ✓ Sodium dichromate
- ✓ Carbides of calcium
- ✓ Distillers



Machine-building industry – 26,6 \$mln

- ✓ Cylindrical roller bearings
- ✓ Lead used for starting piston engines
- ✓ Fittings for pipelines, boilers, tanks, tanks, tanks or similar containers
- ✓ Liquid dielectric transformers
- ✓ Electrical conductors

Metallurgical industry – 143,8 \$mln.

- ✓ Ferrochrome
- ✓ Aluminum oxide
- ✓ Ferrosilicomanganese and Ferrosilicon
- ✓ Non-alloyed cast iron containing
- ✓ Bars and rods of silico-manganese steel
- ✓ Bars of iron
- ✓ Bars, rods and profiles of aluminium alloys
- ✓ Iron or non-alloy steel wire
- ✓ Pipes for oil and gas pipelines made of corrosion
- ✓ Copper-based ligatures