

## Investor’s Guideline



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## I. ABOUT ASSOCIATION

The Association of Legal Entities "International Center for Development of Oil and Gas Machine Building" (hereinafter – the Association or IMBC) was founded in 2021 with support of the Government of the Republic of Kazakhstan.

The Association is an independent non-profit organization, a voluntary association of legal entities. The main task of the Association is to assist in the development of production of goods for the oil and gas industry of Kazakhstan.

*More information about the Association's activities can be found on the website [imbc.kz](http://imbc.kz).*

Members of the Association are major oil and gas operators - Tengizchevroil LLP, Karachaganak Petroleum Operating B.V. and North Caspian Operating Company N.V.



### Operating Model

**Main Operator**  
A unique position that allows you to use the opportunities associated with the "scale effect" – a single center for data consolidation according to the needs of Operators



**Government**  
Preferences and subsidies  
Assistance and stimulation



**Machine Building Industry**  
Capacity development in accordance with international standards  
Technology transfer



## II. FIELD OF ACTIVITY



### DATA ANALYSIS

- Collection and analysis of data on potential demand and technical specifications from Operators
- Identification of synergy and identification of priority products for localization
- Market Analysis



### POTENTIAL DEVELOPMENT

- Gap Analysis
- Capacity Development Plan
- Technical Support



### INVESTMENT ATTRACTION

- Identification of opportunities for the third parties to invest and establish joint ventures in the machine building industry
- Assistance in obtaining preferences for investors



### DEFENDING THE INTERESTS OF THE INDUSTRY (ADVOCACY)

- Analysis and recommendations on improving legislation and technical regulations in the field of Machine Building of the Republic of Kazakhstan

Initially, Center will focus on products in accordance with the following criteria:

- Steady demand from Operators;
- The lowest level of localization among product groups;
- The highest localization potential;
- Less knowledge-intensive and technological production.

### III. ECONOMIC INDICATORS OF THE COUNTRY

- **Population (2021):** 19 million people
- **Area:** 2,725,000 km<sup>2</sup>
- **Population growth:** 1.3%
- **Kazakhstan's GDP (2021):** 83.6 trillion KZT
- **GDP per capita (2021):** 4.4 million KZT



#### Investments

**Investment in Fixed Assets (2021):** 13.2 trillion KZT

**Foreign Direct Investment (2021):** 23.7 billion USD

#### Trade

**Wholesale Trade (2021):** 31 trillion KZT

**Retail Trade (2021):** 13.7 trillion KZT

**Foreign Trade Turnover (2021):** 101.7 billion USD

**Export (2021):** 60.3 bln USD

**Import (2021):** 41.4 bln USD

Kazakhstan is a country with a rich mineral resource base. The country ranks 1st in tungsten, 2nd in uranium and chromium, 4th in manganese and silver, 5th in lead and zinc in the world reserves ranking. Kazakhstan is the world's largest producer of uranium.

*Source: Investor's Guide for 2018 (Investment Committee of the Ministry of Foreign Affairs, Committee of National Statistics of the Republic of Kazakhstan)*

Mineral resource	Ranking	Share in global production, %
Uranium	1	39,6
Chrome ore	3	16,2
Manganese ore	8	2,7
Zinc	8	2,5
Coal	8	1,6
Bauxite (aluminum)	8	1,7
Silver	10	3,6
Lead	11	0,7
Copper	11	2,6
Iron Ore	13	1,0
Titan	19	0,4
Gold	21	1,7

Kazakhstan is one of the world's main suppliers of hydrocarbons. Access to inexpensive raw materials, low operating costs and high demand for petrochemical products in the global market make it attractive to invest in the production of the entire value chain in petrochemicals.

## Raw Material Base of the Chemical Industry

### Oil and Gas Condensate

12<sup>th</sup> place in the world

3.9 bln tons

### Coal

7<sup>th</sup> place in the world

162 bln tons

### Phosphates

14<sup>th</sup> place in the world

1 bln tons

### Natural Gas

24<sup>th</sup> place in the world

0.9 tln m<sup>3</sup>

### Potassium

6 bln tons

### Salts

Reserves more than 1.3 bln tons

### P<sub>2</sub>O<sub>5</sub>

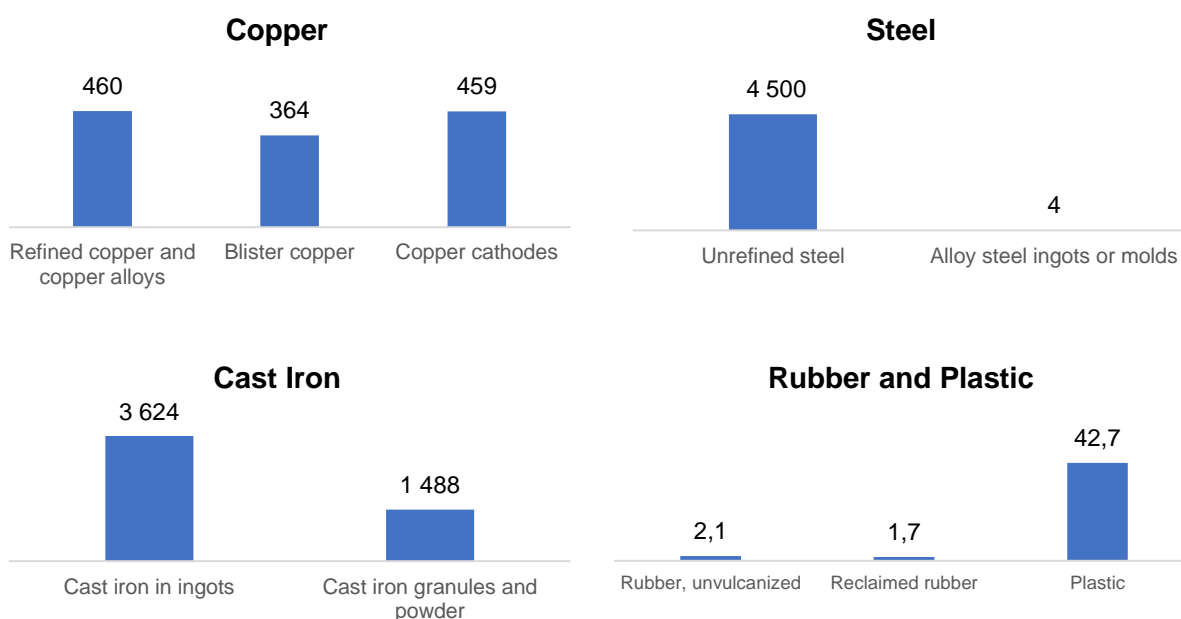
4 bln tons of ore

### Phosphorus

Reserves more than 1 bln tons

Source: *Investor's Guide for 2018 (Investment Committee of the Ministry of Foreign Affairs)*

## Kazakhstan's Raw Materials Production, 2021, thousand tons



#### IV. MACHINE BUILDING IN KAZAKHSTAN

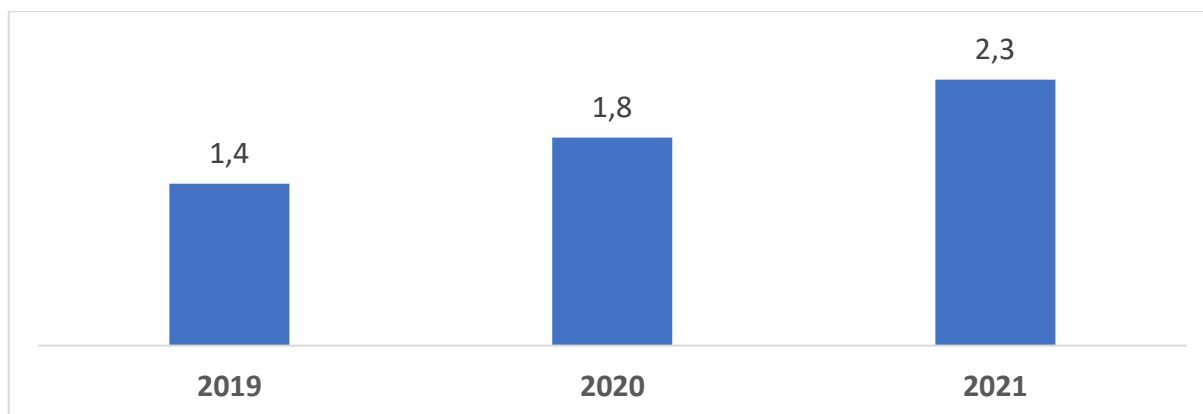
The Production Volume in the Processing Industry (2021) – **2.305 tln KZT**

Industrial Production Index – **103.8%**

The Share of Machine Building in the Processing Industry – **14%**.

The demand is **4 times** higher than the capacity of local production annually.

**Machine Building Production Volume, 2019–2021, trillion KZT:**



Source: OUL "Union of Machine Builders of Kazakhstan, Committee of National Statistics of the Republic of Kazakhstan; JSC NC "Kazakh Invest".

**Production Volume by Sectors, 2019–2021, million KZT:**

Industry sector	2019	2020	2021
<b>Machine Building</b>	<b>1 371 956</b>	<b>1 807 421</b>	<b>2 304 805</b>
Production of motor vehicles, trailers and semi-trailers	359 532	612 809	739 068
Repair and installation of machinery and equipment	514 174	174 527	653 426
Manufacture of machinery and equipment not included in other categories	185 117	205 759	320 896
Production of other vehicles	126 238	569 868	333 240
Production of electrical equipment	148 440	207 191	221 099
Production of computers, electronic and optical products	38 454	37 267	37 058

Source: Association of the Legal Entity "Union of Machine Builders of Kazakhstan"

### List of 20 largest suppliers of oil and gas products mechanical engineering with CT-KZ certificates, 2021

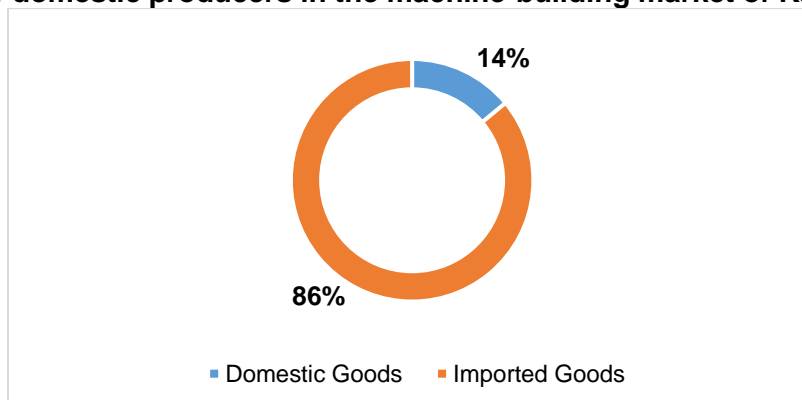
#	Company	Goods	Amount of Supplies, mln USD	Share
1	Rauan Nalko LLP	Chemical reagents	27,5	16,4%
2	MAEK LLP	Electricity	25,8	7,8%
3	Kaskor Mashzavod LLP	Pipes	18,3	6,5%
4	Kazakhstan Caspian Offshore Industries LLP	Metal Structures	17,1	5,6%
5	KSP Steel LLP	Pipes	13,6	3,1%
6	Aktyubinsk Petroleum Machinery Plant JSC	Rod Pumps	11,5	3%
7	Ayrau Energosbyt LLP	Electricity	8,9	2,4%
8	PSI Energy & Control LLP	Electrical Equipment	8,7	2,3%
9	Euro Power Invest LLP	Pumps	6,8	1,9%
10	PETROSUN LLP	Fuel	5,9	1,7%
11	AZTM JSC	Downhole Equipment	5,9	1,5%
12	Munaymash JSC	Pumps	5,6	1,4%
13	Electroservice Production Company LLP	Electrical Equipment	5,4	1,4%
14	Intekno SG LLP	Chemical reagents	4,5	1,2%
15	JSC NC «KazMunayGas»	Fuel	4,2	1,2%
16	Ken Aimak Trade LLP	Fuel	3,8	1,1%
17	Aktobeenergосnab LLP	Electricity	3,1	1,1%
18	LCI-MK LLP	Reinforced Concrete Products	2,8	1%
19	Schlumberger Logelco Inc.	Chemical reagents	2,8	1%
20	Kaustik JSC	Chemical reagents	2,8	0,9%
Other			145,3	44%
<b>Total</b>			<b>330,3</b>	<b>100%</b>

Source: Industry Overview by Deloitte, 2022

### Import of Machine Building Products

For the period from 2018-2021, subsoil users purchased machine-building products for more than 1.07 trillion KZT (the share of local content was 14% or 151.87 billion KZT).

### The share of domestic producers in the machine-building market of Kazakhstan, 2021:



Source: Ministry of Energy of Republic of Kazakhstan, KazService



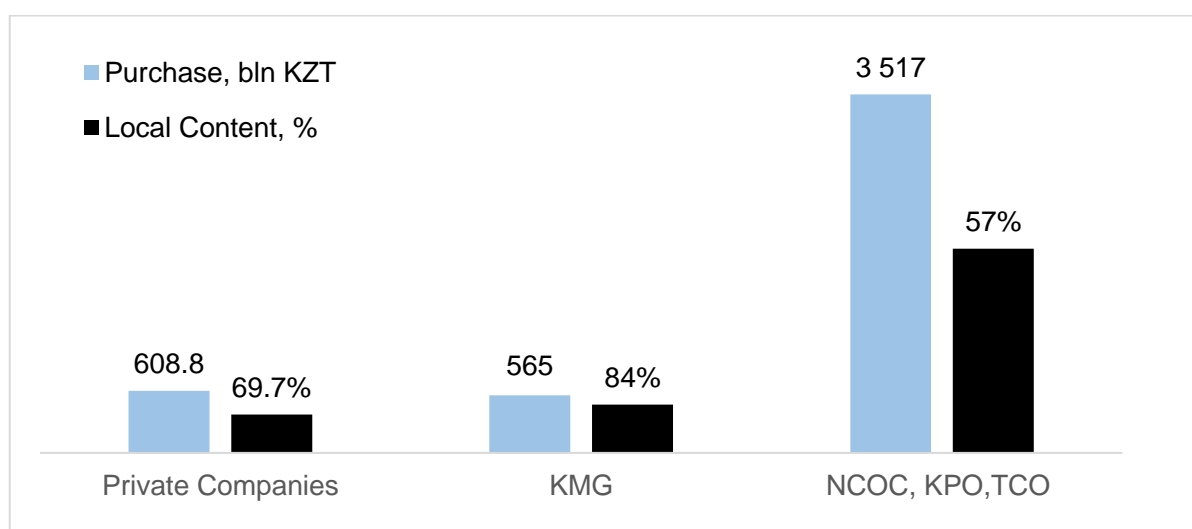
## 1. TOP-10 Most Imported Machine Building Products of Kazakhstan in 2021

No	Description	Import, thousand USD
1	Other fittings for pipelines, boilers, tanks, cisterns, tanks or similar containers	318 064
2	Other centrifugal pumps	105 924
3	Pipes, tubes and other profiles, welded, of round section, of iron or non-alloy steel	93 685
4	Air or vacuum pumps, air or gas compressors and fans;	85 982
5	Other casing, tubing and drilling pipes for drilling oil or gas wells, of ferrous metals (except cast iron)	67 515
6	Other pipes, tubes and profiles, hollow, seamless, round, of iron or non-alloy steel	67 206
7	Gas-tight biological safety cabinets with or without filters	65 499
8	Centrifuges, including centrifugal dryers; equipment and devices for filtering or purifying liquids or gases: equipment and devices for filtering	63 954
9	Pump parts	55 329
10	Parts of taps, valves, rods and fittings for pipelines, boilers, reservoirs, cisterns, tanks and similar containers	51 682

Source: International Trade Center (Trade Map)

### Purchase of Goods, Works and Services

Most of Kazakhstan's imported machine building products are for the oil and gas industry. Purchases made by the oil industry in the Republic of Kazakhstan in 2021 amounted to 4.7 trillion KZT (a decline in purchases by 16% compared to 2020, i.e. 5.3 trillion KZT):



Source: Ministry of Energy of Republic of Kazakhstan, KazService

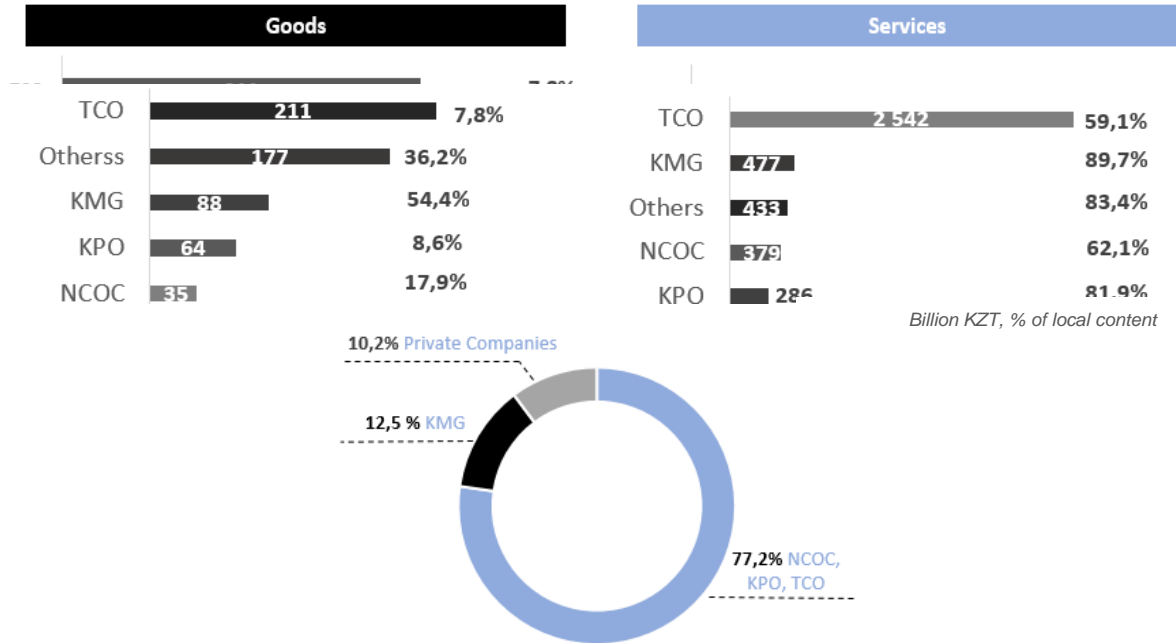
To date, about 80% of the volume of procurement of goods, works and services (GWS) is by the

three major operators, 13% by the group of companies of JSC NWF “Samruk-Kazyna” and 7% by other subsoil users.

**Market Categories**  
TCO, KPO, NCOC  
goods, works and services

77%

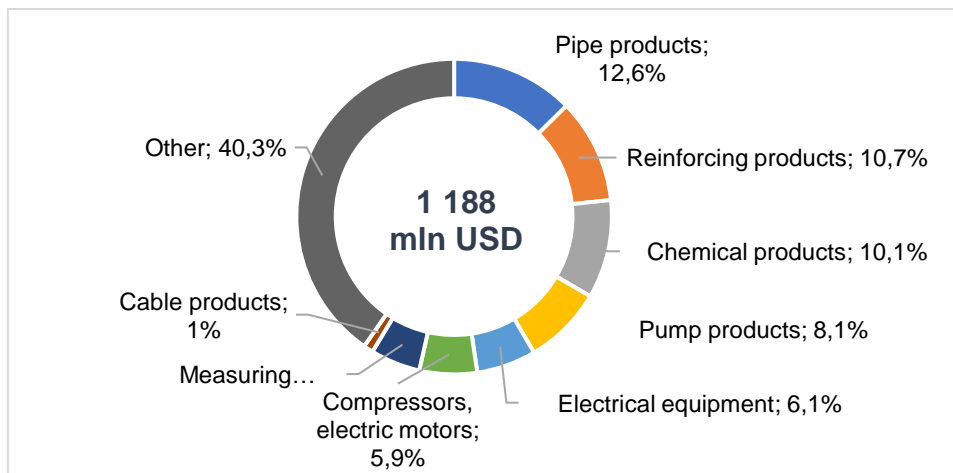
Of all purchases in the industry is accounted for TCO, KPO and NCOC



Source: Ministry of Energy of Republic of Kazakhstan, KazService

In 2021, TCO, NCOC and KPO purchased goods, works and services totaling 3.5 trillion KZT, while the share of local content in the purchases of TCO, NCOC and KPO amounted to 2 trillion KZT or 57%.

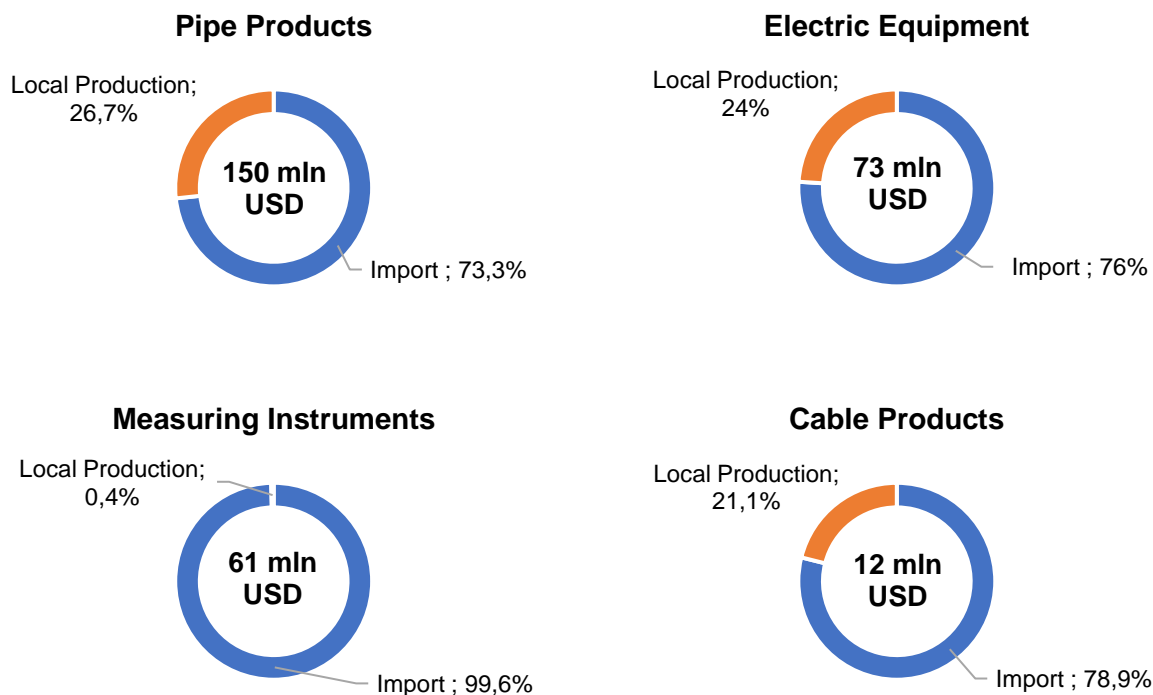
**Structure of Purchase Volumes of Oil and Gas Engineering Products in the Oil and Gas Industry by Segments, %**



Source: Industry Overview by Deloitte, 2022

**Procurement Structure in Key Segments of Oil and Gas Engineering in the Oil and Gas**

### Industry by Segments, %



## 2. TOP 10 Procuring companies of the Republic of Kazakhstan for 2020

No	Customer	Share, %
1	Tengizchevroil	56,3
2	KPO	14,7
3	Mangistaumunaigas	3,7
4	Ozenmunaigas	3,6
5	CNPC Aktobemunaigas	3,4
6	NCOC	3
7	Karazhanbasmunai	1,8
8	Embamunaigas	1,7
9	PetroKazakhstan Kumkol Resources	1,7
10	Maersk Oil Kazakhstan	0,8

Source: Ministry of Energy of Republic of Kazakhstan, KazService

### TOP 20 Importer Suppliers

No	Importer-Supplier	Main Product	Amount, bln KZT
1	Sumitomo Corporation Of America	Pipes	45,6
2	Kisco	Valves, cables	22,3
3	Schlumberger Reservoir Products	Chemistry	22
4	Schneider Electric	Electrical equipment	15,9

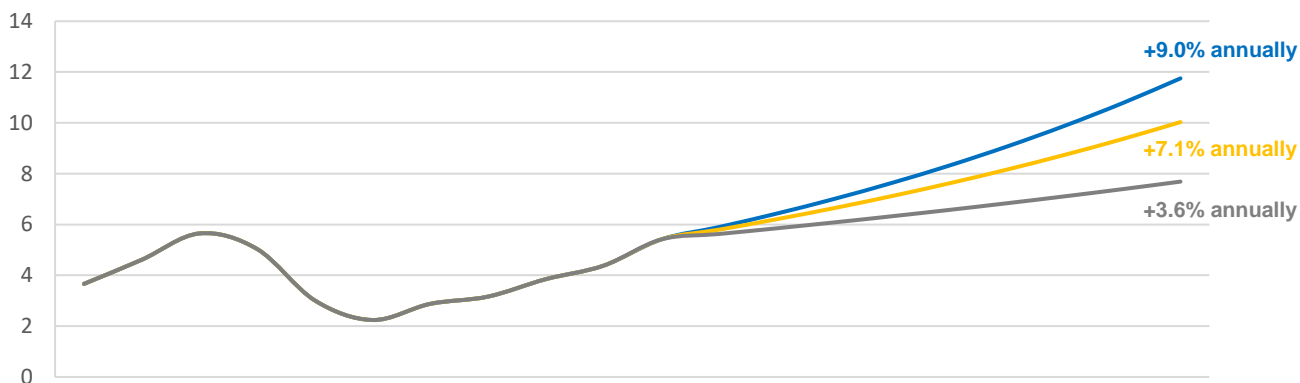
<b>5</b>	Tenaris Global Services S.A	Pipes	<b>15,9</b>
<b>6</b>	Cameron Romania Srl	Wellhead equipment	<b>15,7</b>
<b>7</b>	Petrolvalves Spa	Valves	<b>12,3</b>
<b>8</b>	Nuovo Pignone	Compressors	<b>12,3</b>
<b>9</b>	Perar Spa	Reinforcement products	<b>11,9</b>
<b>10</b>	Emerson Process Management	Measuring instruments	<b>10,9</b>
<b>11</b>	Mrc	Valves, cables	<b>10,4</b>
<b>12</b>	AktobeNeftemash	Pipes	<b>10,1</b>
<b>13</b>	Baker Hughes Limited	Chemistry	<b>9,9</b>
<b>14</b>	SyrdaryaNeftService	Electrical equipment	<b>9,3</b>
<b>15</b>	Smi Oilfield Technology	Chemistry	<b>7,8</b>
<b>16</b>	Fai Officine Di Carvico Spa	Metal structures	<b>7</b>
<b>17</b>	Intekno SG LLP	Medical devices	<b>6</b>
<b>18</b>	Ringmill Spa	Steel products	<b>5,7</b>
<b>19</b>	Hi Air Korea Co, Ltd	Ventilation systems	<b>5,7</b>
<b>20</b>	Hanmaek Heavy Industries	Metal structures	<b>5,6</b>

The share of the above importers accounts for 34% of all purchases.

Source: KazService

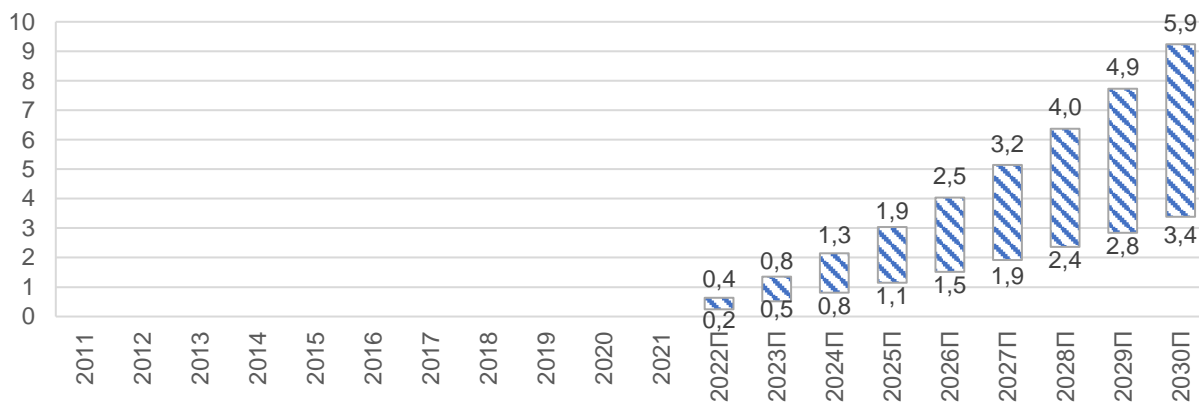
### 3. Potential Economic Impact of the Machine-building Industry in Kazakhstan

- The machine-building industry of Kazakhstan has a promising development potential for the next 10 years;
- All stakeholders in the industry together can accelerate the growth rate of the industry from 2 to 2.5 times with a corresponding economic effect from 15 to 25 billion USD, respectively, over the next decade;
- Being one of the stakeholders of the industry, the IMB Center will contribute to its development by providing support to key stakeholders.



Source: IMBC

#### RoK Machine building industry output (with scenario forecast), bln USD



#### Effect\* to RoK GDP, bln USD

Source: IMBC

\*difference between selected scenario GDP forecast and inertial scenario GDP as per preceding graph

#### Drivers of Oil and Gas Machine Building Development:

- Cheaper production of basic components of oil-producing equipment due to the availability of a resource base of metals;
- Low tariff costs (electricity, water supply, etc.);
- Domestic petroleum engineering does not exceed 5% of all imported petroleum engineering products;
- Commissioning of new fields, as well as planned expansion of large fields;
- Oil and Gas Machine Building is one of the most import-dependent sectors of the economy of the Republic of Kazakhstan.

## V. DOING BUSINESS IN KAZAKHSTAN

### 1. Entry to the country

- Required Documents
  - Passport.
  - Visa (investor, business, working, electronic).
  
- If period of stay more than 5 days
- Temporary residence permit (registration). Where to get:
  - Visa and Migration Portal.
  - Migration Service of the Police Department.
  
- Duration of the residence permit
  - Visa-free regime: The period specified in the visa-free regime agreement.
  - Countries of the Eurasian Economic Union: 90 days.
  - If the deadline is not set: 30 days.
  
- Labor Activity
  - Prohibited without appropriate permissions.
  
- Where to get work permission?
  - Public Service Centers
  - Migration Service of the Police Department.

*Source: "Government for Citizens" State Corporation Non-Profit JSC*

## Visa-Free Entry

### List of Countries Whose Citizens are Eligible for Visa-Free Entry into Kazakhstan

Visa-free entry for up to 30 days		
Bosnia and Herzegovina	China	Thailand
Hungary	Cuba	Turkmenistan
Vietnam	Morocco	Uzbekistan
Egypt	Oman	Philippines
India	Pakistan	Croatia
Indonesia	North Macedonia	Sri-Lanka
Jordan	Serbia	Ecuador
Iran	Singapore	
Qatar	Malaysia	

Visa-free entry for up to 90 days			
Azerbaijan	Denmark	Mexico	Slovenia
Armenia	Israel	Moldova	Tajikistan
Argentina	Spain	Mongolia	Ukraine
Belarus	Italy	Netherlands	Finland
Belgium	Cyprus	Norway	France
Bulgaria	South Korea	UAE	Montenegro
Brazil	Kuwait	Poland	Czech Republic
Vatican	Kyrgyzstan	Portugal	Chile
Germany	Latvia	Russia	Switzerland
Greece	Lithuania	Romania	Estonia
Georgia	Luxemburg	Slovakia	Japan

Visa-free entry for up to 14 days
Hong Kong

Visa-free entry for up to 72 hours	
India	China

Source: "Government for Citizens" State Corporation Non-Profit JSC

### Categories of the Visa

Type of the visa	Receivers	Frequency	Period of stay
<b>VISA FOR BUSINESS TRIP</b>			
<b>B1</b>	participants of conferences, forums, exhibitions, meetings, round tables, exhibitions	One - time	Up to 60 days
		Multiple	Up to 60 days at each entry within 1 year
<b>B2</b>	people arriving for the purpose of providing consulting or audit services	One - time	Up to 30 days
		Multiple	Up to 90 days within 180 days
<b>B3</b>	people arriving for negotiations, etc.	One - time	Up to 30 days
		Multiple	Up to 60 days with each ascent period up to 1 year
<b>INVESTOR VISA</b>			
<b>A5</b>	heads and/or deputy heads and/or heads of structural divisions of legal entities engaged in investment activities on the territory of the Republic of Kazakhstan, as well as their family members	One - time	Up to 90 days
		Multiple	Up to 3 years
<b>BUSINESS VISA</b>			
<b>C5</b>	Business immigrants	One - time	Up to 90 days
		Multiple	Up to 2 years

Source: [www.egov.kz/cms/ru/services/680\\_mid](http://www.egov.kz/cms/ru/services/680_mid)  
[www.mfa.gov.kz/index.php/ru/pravila-polucheniya-viz-rk](http://www.mfa.gov.kz/index.php/ru/pravila-polucheniya-viz-rk)



## 2. Opening of a legal entity in Kazakhstan

1. Obtaining an individual identification number (IIN), electronic digital signature, authorization on the [www.egov.kz](http://www.egov.kz) website and ordering online services;
2. Choosing the type of registration of a legal entity (Limited Liability Partnership, Joint Stock Company) and the size of a company;
3. Filling out the application (address data, name, head and information about the founders).

### Required Documents with Foreign Participation

1. A legalized extract from the commercial register or other legalized document certifying that the founder is a foreign legal entity under the legislation of a foreign state, with a notarized translation into Kazakh and Russian Languages;
  - A copy of the passport with translation into Kazakh and Russian Languages;
  - Documents must be scanned into a single file, in pdf format.
2. Signature of the application using an electronic digital signature;
3. Familiarization with the notification of application processing in personal account;
4. Registration of the organization in the Ministry of Justice of the Republic of Kazakhstan;
5. Opening a primary bank account;
6. Conclusion of a compulsory insurance contract.

### Receive

1. Certificate of state registration of a legal entity and registration of a branch, representative office or a reasoned refusal;
2. Certificate of state registration of a branch (representative office) of a legal entity.

### Timeframes of Opening of a Legal Entity

- LLP – 2 working days;
- JSC – 14 working days.

Source: [https://egov.kz/cms/en/services/pass042com\\_mu](https://egov.kz/cms/en/services/pass042com_mu)

### 3. Banking System

Kazakhstan has a two-tier banking system.

The National Bank of the Republic of Kazakhstan (NBK) is the central bank of the state and represents the upper (first) level of the banking system. The National Bank of the Republic of Kazakhstan is a state body representing the interests of Kazakhstan in relations with central banks and banks of other countries, in international banks and other financial and credit organizations.

All other banks represent the lower (second) level of the banking system with the exception of the Development Bank of Kazakhstan (instruments are reflected on page 35), which has a special legal status.

The main activity of the second-tier banks includes attracting deposits and providing loans to individuals and legal entities.

As of 11.08.2022, the banking sector of the Republic of Kazakhstan is represented by 22 second-tier banks, of which 9 banks with foreign participation (45% of total amount of banks).

№	BANK	ASSETS, BLN KZT	NPL, %	DEPOSITS, BLN KZT	EQUITY CAPITAL, BLN KZT
1	Kaspi Bank	3 602,1	6,7	2829,2	397,9
2	Halyk Bank	11 631,9	3,8	8395,2	1 548,3
3	Otbasy Bank JSC	2 804,2	0,2	1898	381,1
4	Jusan Bank JSC	2 609,2	44,1	1490	439,2
5	Fortebank	2 483,2	7,2	157	266,5
6	Bereke Bank (Sberbank)	4 221,6	5,4	2629,6	378,5
7	CenterCredit Bank	2 070,3	6,3	1347,7	147
8	Altyn Bank	643,2	0,6	483,3	74,4
9	Bank of China	454,5	2,2	385	62,8
10	Eurasian Bank	1 418,2	9,6	1113,7	117,8
11	Bank RBK	1 270,1	6,8	757,1	108,5
12	Industrial & Commercial Bank of China (Almaty) JSC	260,9	0	216,6	36,3
13	City Bank Kazakhstan	1 101,6	0	900,4	126,2
14	Eco Center Bank	905,8	2,5	652,1	123,9

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15	Freedom Finance JSC	398,1	0,4	103,8	49,8
16	Home Credit Bank	475,8	2,8	180,6	114,5
17	VTB Bank	506,4	5,3	384,8	33,5
18	Nurbank	462,7	8,8	323,9	45,2
19	Shinhan Bank	79,3	0,8	53,4	16,9
20	KZI Bank	132,8	3,2	89,4	35,8
21	Al Hilal Islamic Bank	63,8	0	19,2	17,9
22	Zaman Islamic Bank	26,6	2,9	4,8	13,1

Source: [https://forbes.kz//ranking/rejting\\_bankov\\_kazahstana\\_-\\_2020?](https://forbes.kz//ranking/rejting_bankov_kazahstana_-_2020?)

## 4. Certification and Licensing

### Licensing

According to the Law of the Republic of Kazakhstan "On Permits and Notifications", Kazakhstan provides a permissive or notification procedure for the implementation of certain types of activities or actions by private business entities and other persons.

Category I permits are licenses that are introduced in relation to types of activities or actions (operations) associated with a high level of danger.

Category II permits are permits that are not licenses that are introduced in relation to types (subspecies) of activities or actions (operations) associated with an average level of danger.

Types of activities subject to licensing and the amount of the fee are presented on: [www.egov.kz](http://www.egov.kz).

The full list of activities for obtaining permits of the 2nd category is specified in Appendix 2 to the Law of the Republic of Kazakhstan "On Permits and Notifications".

Source: <https://adilet.zan.kz/eng/docs/Z1400000202>

### Standardization, Certification and Attestation

The Law of the Republic of Kazakhstan No. 603 "On Technical Regulation" dated November 9, 2004 establishes the legal basis of the state system of technical regulation.

The state body in the field of technical regulation is the Committee of Technical Regulation and Metrology.

RSE "Kazakhstan Institute of Standardization and Certification" carries out its activities in order to fulfill the tasks of developing and improving the legislative framework and regulatory framework for technical regulation of the quality and safety of products, works and services in the republic and harmonizing them with international requirements.

Source: [www.adilet.zan.kz/rus/docs/Z040000603](http://www.adilet.zan.kz/rus/docs/Z040000603)

### CT-KZ Certification

In the presence of a certificate of origin of goods in the form of CT-KZ, the legislation provides benefits in the form of a conditional reduction in the competitive price for potential suppliers of works and services.

The certificate is issued in accordance with the Rules approved by the Order of the Ministry of Trade and Integration of the Republic of Kazakhstan No. 454-NK dated 13.07.2021.

CT-KZ certificate is issued in Regional Chambers of Entrepreneurs on the basis of:

- applications;
- certificate of expertise on the origin of goods for internal circulation;
- documents, according to the list (clause 25 of the Rules).

Source: <https://mybuh.kz/news/gde-i-kak-poluchit-sertifikat-st-kz/>

## 5. Local Content Requirements

**The unified methodology is designed to calculate the local content when goods, works and services are purchased by:**

1. state-owned enterprises, legal entities, fifty or more percent of voting shares (participation shares in the authorized capital) of which belong to the state and legal entities affiliated with them that purchase goods, works and services in accordance with the Law of the Republic of Kazakhstan dated December 4, 2015 "On Public Procurement";
2. national management holdings, national holdings, national companies, their subsidiaries and affiliated companies, other legal entities with state participation;
3. subsoil users and (or) persons authorized by subsurface users to procure goods, works and services in accordance with the Code;
4. organizations whose purchases of goods, works and services are subject to monitoring of local content, in accordance with the Resolution of the Government of the Republic of Kazakhstan dated on March 20, 2009 No. 366 "On approval of the list of organizations whose purchases of goods, works and services are subject to monitoring of local content";
5. concessionaires.

**The calculation of local content for the purchase of goods, works and services is carried out for the purpose of:**

1. monitoring and / or control of compliance with procurement obligations in terms of local content;
2. determining the degree of involvement of domestic enterprises in the supply of goods, works and services;
3. assessment of the level of competitiveness of domestic industry;
4. the calculation of the local content (MCT) in the contract for the supply of goods is made according to the formula:

$$MC_T = 100\% \times \sum_{i=1}^n (CT_i \times M_i) / S$$

- n - the total number of items of goods provided by a supplier in order to fulfill the contract for the supply of goods;
- i - the serial number of the goods supplied by a supplier in order to fulfill the contract for the supply of goods;
- CT<sub>i</sub> - the cost of the i product;
- M<sub>i</sub> - the share of local content in the goods indicated in the certificate of origin of the goods of the form "CT-KZ", approved by the order of the Acting Minister for Investment and Development of the Republic of Kazakhstan dated January 9, 2015 No. 6 (registered in the Register of State Registration of Regulatory Legal Acts No. 10235) (hereinafter - the certificate of origin of the goods of the form "CT-KZ");
- In the absence of a certificate of origin of the form "CT-KZ", unless otherwise established by paragraph 9 of the Unified Methodology, M<sub>i</sub> = 0;
- S - total cost of the contract.

Source: Order of the Minister for Investment and Development of the Republic of Kazakhstan dated April 20, 2018 No. 260 "On approval of a Unified methodology for calculating local content by organizations when purchasing goods, works and services". <https://adilet.zan.kz/rus/docs/V1800016942>

## 6. Taxation

Kazakhstan has one of the most competitive tax regimes in the region.

### Comparison of Basic Tax Rates in Kazakhstan, Russia and China

Taxes	Kazakhstan	Russia	China
CIT	20%	20%	25%
VAT	12%	18%	17%
Land Tax	\$0,03-\$0,16/1 m <sup>2</sup>	0,3%, 1,5%	–
Property Tax	1,5%	2,2%	1,2%*, 12%**

\* estimated value, \*\* rental property

Source: Ministry of Finance of the Republic of Kazakhstan, Federal Tax Service of Russia, State Tax Administration of the People's Republic of China

Kazakhstan has 50 Conventions on the avoidance of double taxation and the Prevention of tax Evasion on income and capital concluded with foreign countries. The elimination of double taxation is a procedure when each of the contracting States provides the taxpayer with the opportunity to pay tax only once – in one of the contracting States. The full list of Conventions is available on the official website of the State Revenue Committee of the Ministry of Finance of the Republic of Kazakhstan.

### National Legislation

National tax legislation is based on the Constitution of the Republic of Kazakhstan, the Code of the Republic of Kazakhstan “On Taxes and Other Mandatory Payments to the Budget” (Tax Code), as well as other regulatory legal acts. The Tax Code of the Republic of Kazakhstan regulates power relations on the establishment, introduction and procedure for calculating and paying taxes and other mandatory payments to the budget, as well as relations between the state and the taxpayer (tax agent) related to the fulfillment of tax obligations.

### Taxation of Income of Residents and Non-residents

Taxation of income of non-residents depends on the presence of a permanent establishment of a non-resident in Kazakhstan. A permanent establishment of a non-resident is a permanent place of business through which a non-resident fully or partially carries out business activities, including activities carried out through an authorized person.

The criterion for the formation of a permanent institution by terms is the provision of services (performance of work) by a non-resident through the staff for more than 183 calendar days within any consecutive 12-month period from the date of commencement of entrepreneurial activity within the framework of one project or related projects.

A branch or representative office of foreign companies also refers to a permanent establishment of a non-resident. At the same time, a subsidiary of a non-resident legal entity is considered as a permanent establishment if its activities meet the characteristics of a dependent agent.

An individual is recognized as permanently residing in Kazakhstan for the current tax period if he / she is in the Republic of Kazakhstan for at least 183 calendar days in any consecutive 12-month period ending in the current tax period.

Source: State Revenue Committee of the Republic of Kazakhstan <https://www.kgd.gov.kz/en/content/tax-code-rk-2015>

## Types of Taxes

### 1. Corporate Income Tax (CIT)

The total CIT rate is 20% of the amount of taxable income. The income of foreign companies from sources in the Republic of Kazakhstan that are not associated with a permanent establishment is subject to taxation at established rates from 5 to 20%. The procedure for payment and the rates of the CIT to be withheld at the source of payment depend on the existence of an international agreement between Kazakhstan and the relevant State on the avoidance of double taxation.

### 2. Individual Income Tax (IIT)

Income is subject to taxation of IIT at the rate of 10%, except for income in the form of dividends, taxed at the rate of 5%. Calculation, withholding and payment of tax on income taxed at the source of payment are carried out by tax agents.

### 3. Value Added Tax (VAT)

VAT is charged on the turnover of goods (works and services) if the minimum turnover exceeds 30,000 MCI (monthly calculation index) per year. The VAT rate is 12%. The Tax Code of the Republic of Kazakhstan establishes a list of goods (services), the turnover and import of which are exempt from VAT.

### 4. Excise taxes

The list of excisable goods, as well as the rates for calculating the amount of excise taxes are specified in Articles 279-280 of the Tax Code of the Republic of Kazakhstan.

### 5. Rental Tax

**Rental Tax Payers:** individuals and legal entities selling for export of:

1. Crude oil and crude oil products, with the exception of:
  - subsurface users exporting volumes of crude oil, gas condensate extracted under contracts;
  - legal entities, the list of which is established by the authorized body in the field of oil and gas, who have applied the customs procedure of export to crude oil in the volumes determined by the authorized body in the field of oil and gas, and previously placed under the customs procedure of processing outside the customs territory.
2. Coal.

Source: [https://online.zakon.kz/Document/?doc\\_id=36979588#pos=306;5](https://online.zakon.kz/Document/?doc_id=36979588#pos=306;5)

## VI. GOVERNMENT SUPPORT

### 1. Single Window for Investors

Practically all public services necessary for the implementation of investment projects have been provided on a “single window” basis for investors. Investors can apply to the National Company “Kazakh Invest”, as a single negotiator on behalf of the Government of the Republic of Kazakhstan in discussing the prospects and conditions for the implementation of investment projects.

#### “Single Window” Principle for Investors:

- Reception and consultation on questions of state support measures;
- Assistance in the preparation and execution of documents necessary for obtaining public services;
- Support of the investor in the central and local executive bodies when receiving public services;
- Implementation specialized CRM system to monitor and control the progress of investment projects, this system allows investors to send inquiries and initiatives, and also makes the processes transparent at all stages of investment.

*Hotline for investors:*

*Ph.: +7 (7172) 620 620, e-mail: info@invest.gov.kz*

#### “Single Window” for investor in Kazakhstan





## **2. Electronic Services for Business**

### **1. “Electronic Government” [www.egov.kz](http://www.egov.kz)**

Allows a business to receive an automated service for state registration of a legal entity, registration of branches and representative offices, liquidation of a business, as well as to obtain information about legal entities and business support information. For some types of services, such as registration, obtaining a certificate of a registered legal entity, registration of the termination of the activity of a legal entity, and many others, an electronic digital signature is required.

### **2. “Electronic public procurement” [www.goszakup.gov.kz](http://www.goszakup.gov.kz)**

Allows you to participate in public procurement as a customer, organizer and supplier online.

### **3. “E-license” [www.elicense.kz](http://www.elicense.kz)**

Allows you to obtain online licenses, including their duplicates, and permits for various types of activities. In addition, the portal provides a complete database of all licenses ever obtained in Kazakhstan.

### **4. “E-notary” [www.enis.kz](http://www.enis.kz)**

Allows you to find information about all notaries in the region, their addresses, contacts and information about licenses. The system guarantees security when making transactions, excluding fraud and illegal actions. The portal also allows you to verify the authenticity of documents.

### **5. “E-pay” [www.epay.gov.kz](http://www.epay.gov.kz)**

The e-government payment gateway is an automated system of online cashless payment for services rendered within the framework of "e-government" at the expense of the population and legal entities placed on accounts in second-tier banks.

### 3. Programs and Mechanisms

#### State Grants-in-Kind

Land plots and land use rights in the form of state in-kind grants are provided to a legal entity of the Republic of Kazakhstan implementing an investment project in accordance with the Land Code and the legislation of the Republic of Kazakhstan in the field of investments.

The decision of the local executive body of the region, the city of republican significance, the capital, the district, the city of regional significance on the provision of a land plot as a full-scale grant is made within its competence to provide land plots on the basis of the decision of the authorized investment body.

*Source: Land Code of the Republic of Kazakhstan No. 442 dated June 20, 2003:*  
<https://adilet.zan.kz/eng/docs/K030000442>

#### Intellectual Property Protection

Kazakhstan in the Global Competitiveness Index on the indicator “Protection of Intellectual Property rights” has improved its performance by 39 points since 2011, rising from 116th to 77th place and surpassing countries such as Russia and Georgia.

Intellectual property, in accordance with Article 125 of the Civil Code of the Republic of Kazakhstan, recognizes the exclusive right of a citizen or legal entity to the results of intellectual creative activity and the means of individualization of a legal entity, products of an individual or legal entity, works or services performed by them (brand name, trademark, service mark, etc.). The use of the results of intellectual creative activity and means of individualization can be carried out by third parties only with the consent of the copyright holder.

The objects of intellectual property are copyright, related rights, the right to a trademark, a service mark, the right to use the place of origin of goods, patent law.

*Source: The Law of the Republic of Kazakhstan "On Copyright and Related Rights"*  
<https://adilet.zan.kz/eng/docs/Z960000006>

*Patent Law of the Republic of Kazakhstan* <https://adilet.zan.kz/eng/docs/Z9900000427>

#### Customs Procedures

The territories of Kazakhstan, Russia, Belarus, Armenia and Kyrgyzstan constitute a single customs territory in which unified customs regulations, including the Customs Code and the Unified Customs Tariff of the Eurasian Economic Union (EAEU), operate. The main aspects of the unified customs regulation are provided by the EAEU Treaty.

#### Customs privileges for SEZ participants

##### When importing goods into the territory of the SEZ:

1. Exemption from customs duties and taxes.

##### When exporting goods from the territory of the SEZ:

1. EAEU goods exported from the territory of the SEZ to the rest of the territory of the EAEU are not subject to payment of customs duties;
2. EAEU goods exported from the territory of the SEZ outside the customs territory of the EAEU are subject to payment of export customs duties;
3. If foreign goods do not have the status of EAEU goods (simple assembly), if exported from the territory of the SEZ to the rest of the customs territory of the EAEU, customs duties

are payable;

4. If foreign goods are not used and processed on the territory of the SEZ, then the goods are exempt from customs duties "re-export" when exported (to third countries);
5. If the foreign goods are processed on the territory of the SEZ, then export duties are paid for the union share during identification.

More detailed information on customs privileges is reflected in the Customs Code of the EAEU and Agreements on Free (Special) Economic Zones in the Customs Territory of the Customs Union and the customs procedure of the free customs zone.

*Source: Association of Participants of Special Economic Zones of the Republic of Kazakhstan "Sezunion"*

#### 4. Types of Investment Preferences

The following types of investment preferences are provided for an investment project (including an investment priority project):

1. Exemption from Custom Duties:

- when importing technological equipment and components for the duration of the contract, but not more than 5 years from the date of registration of the investment contract;
- when importing spare parts for technological equipment for up to 5 years, depending on the volume of investments in fixed assets and if the investment project meets the list of priority activities;
- when importing raw materials and (or) materials for a period of 5 years from the date of commissioning of fixed assets.

2. State Grants-in-Kind:

- property owned by the Republic of Kazakhstan, transferred for temporary gratuitous use, or provided on the right of temporary gratuitous land use with subsequent gratuitous transfer to ownership or land use;
- the maximum size of the state grants-in-kind is no more than 30% of the volume of investments in fixed assets.

3. Tax Preferences:

- exemption from value added tax on imports of raw materials and materials under the investment contract.

**According to the investment priority project, additional services can be provided:**

1. Tax Preferences:

- reduction of the amount of calculated corporate income tax by 100 percent for 10 years;
- application of coefficient 0 to land tax rates for 10 years;
- calculation of property tax at the rate of 0 percent to the tax base for 8 years.

2. Investment Subsidy:

- reimbursement of up to 30 percent of the actual costs of construction and installation work and purchase of equipment.

*Source: The rules for granting investment subsidies were approved by the Decree of the Government of the Republic of Kazakhstan No. 1120 dated December 29, 2015 <https://adilet.zan.kz/eng/docs/P1500001120>*

## Conditions for Granting Investment Preferences

Investment preferences are granted when an investment project is implemented by a legal entity of the Republic of Kazakhstan by the types of activities included in the List of priority activities approved by the Government decree.

Source: *Government Resolution No. 13 of January 14, 2016 "On some issues of implementation of state support for investments"*. <https://adilet.zan.kz/eng/docs/P1600000013>

Investment preferences are provided:

- for an investment project – to legal entities of the Republic of Kazakhstan;
- for a new investment priority project.

Investment preferences are granted on the basis of an investment contract concluded between the Investment Committee of the Ministry of Foreign Affairs of the Republic of Kazakhstan and a legal entity of the Republic of Kazakhstan implementing an investment project.

## Priority Sectors for Receiving State Support

- Metallurgy (ferrous and non-ferrous metallurgy);
- Oil refining;
- Machine Building (automotive and electrical engineering);
- Chemistry (petrochemistry and agrochemistry);
- Processing industry.

## Documents Required for Obtaining Investment Preferences

In order to receive investment preferences, a legal entity of the Republic of Kazakhstan sends an application for investment preferences and the following documents to the Investment Committee:

1. certificate of state registration of a legal entity;
2. certified copy of the charter;
3. business plan of the investment project;
4. copies of documents justifying the estimated cost of construction and installation works and the costs of acquiring fixed assets, raw materials and materials used in the implementation of the investment project;
5. documents confirming the size (cost) of the requested state in-kind grant and preliminary approval of its provision.

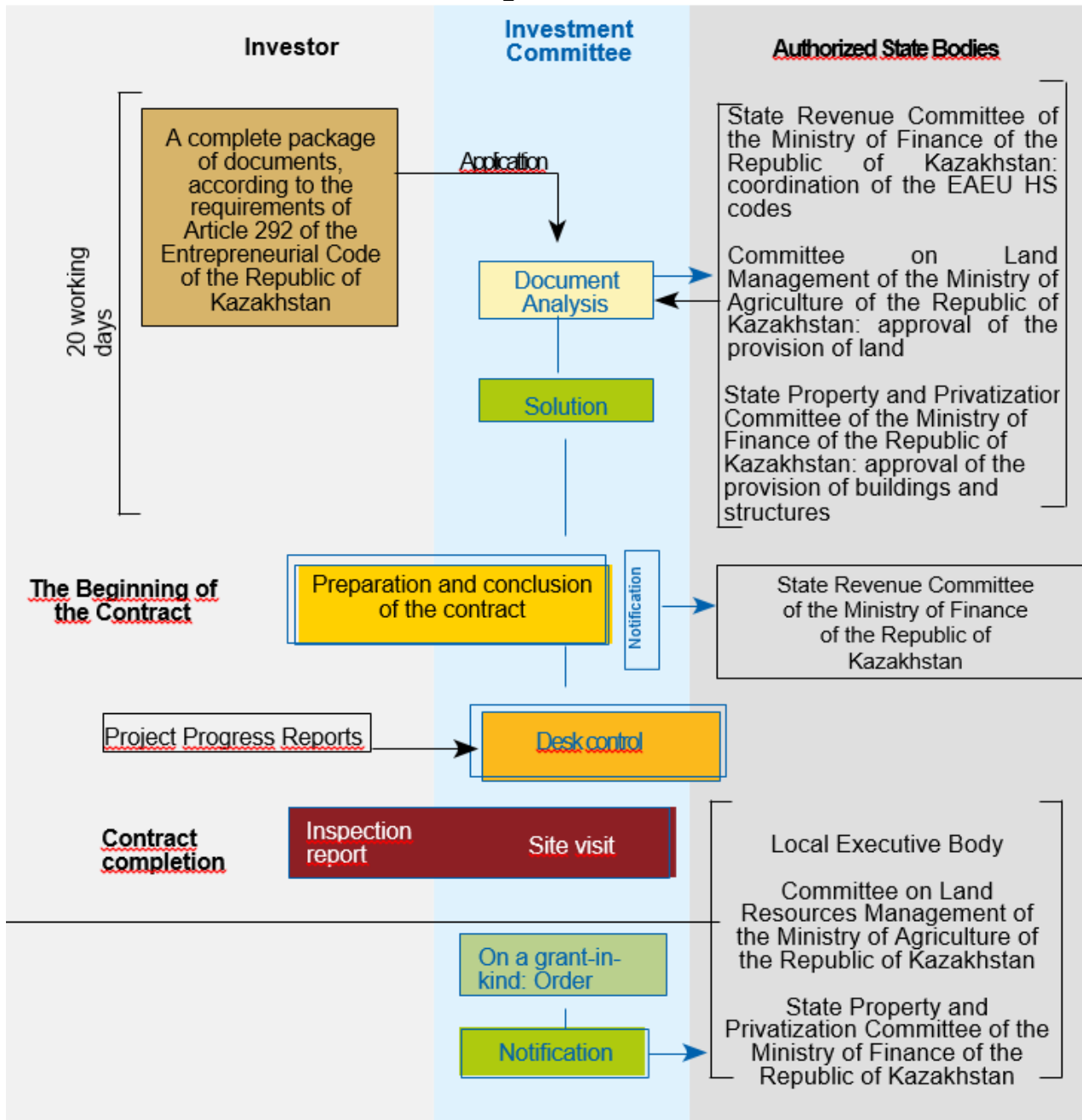
*The application form for granting investment preferences and requirements for drawing up a business plan were approved by the Order of the Minister for Investment and Development of the Republic of Kazakhstan dated November 30, 2015 No. 1133 "On some issues of state support for investments".*

Source: <https://adilet.zan.kz/eng/docs/V1500012572>

If the application for the provision of investment preferences provides for the provision of an investment subsidy, in addition to these documents, during the period of implementation of the investment priority project, the conclusion of the state examination of the pre-project and (or) project documentation is submitted.

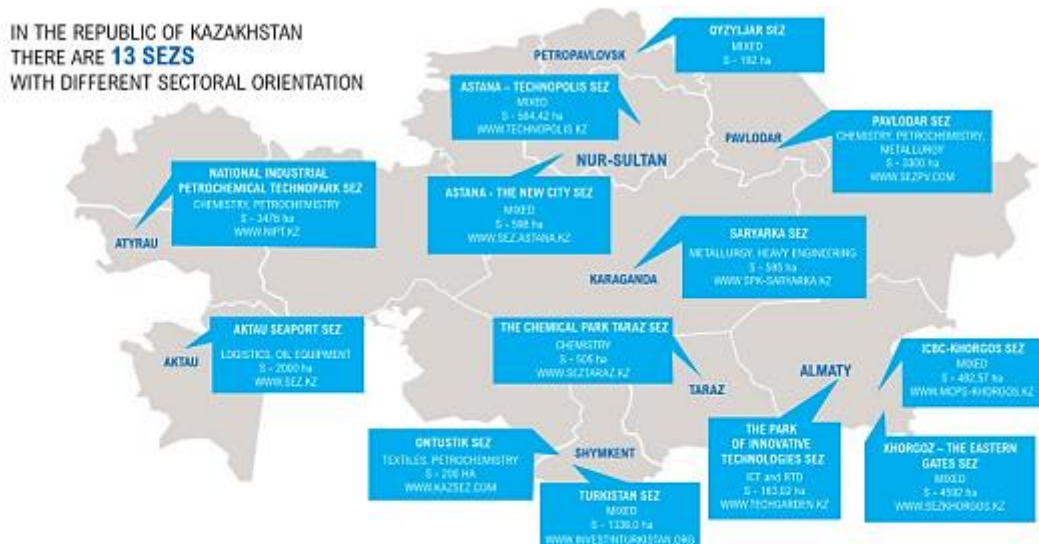
Source: <https://invest.gov.kz/>

### Scheme for Granting Investment Preferences



## 5. Special Economic and Industrial Zones

Special economic zones are ideal sites with all the necessary infrastructure and an attractive preferential tax regime for the implementation of projects in a variety of industries:



### 1. ASTANA - THE NEW CITY SEZ

FUNCTIONING TERM OF SEZ:  
29.06.2001 – 2027  
AREA OF SEZ: 598 HA  
PRIORITY ACTIVITIES: MIXED  
LOCATION: NUR-SULTAN CITY  
SITE: [WWW.SEZ.ASTANA.KZ](http://WWW.SEZ.ASTANA.KZ)

### 2. SARYARKA SEZ

FUNCTIONING TERM OF SEZ:  
24.11.2011 – 01.12.2036  
AREA OF SEZ: 534,9 HA  
PRIORITY ACTIVITIES:  
METALLURGY, HEAVY ENGINEERING  
LOCATION: KARAGANDA REGION  
SITE: [WWW.SPK-SARYARKA.KZ](http://WWW.SPK-SARYARKA.KZ)

### 3. NATIONAL INDUSTRIAL PETROCHEMICAL TECHNOLOGICAL SEZ

FUNCTIONING TERM OF SEZ:  
19.12.2007 – 31.12.2032  
AREA OF SEZ: 3475,9 HA  
PRIORITY ACTIVITIES:  
CHEMISTRY, PETROCHEMISTRY  
LOCATION: ATYRAU REGION  
SITE: [WWW.NIPT.KZ](http://WWW.NIPT.KZ)

### 4. AKTAU SEAPORT SEZ

FUNCTIONING TERM OF SEZ:  
26.04.2002 – 01.01.2028  
AREA OF SEZ: 22000 HA, CONSIST OF  
6 SUBZONES AND COASTAL ZONE  
PRIORITY ACTIVITIES:  
LOGISTICS, OIL EQUIPMENT  
LOCATION: AKTAU CITY  
SITE: [WWW.SEZ.KZ](http://WWW.SEZ.KZ)

### 5. ONTUSTIK SEZ

FUNCTIONING TERM OF SEZ:  
06.07.2005 – 01.07.2030  
PRIORITY ACTIVITIES:  
TEXTILES, PETROCHEMISTRY  
AREA OF SEZ: 200 HA  
LOCATION: SHYMKENT CITY  
SITE: [WWW.KAZSEZ.COM](http://WWW.KAZSEZ.COM)

### 6. THE CHEMICAL PARK TARAZ SEZ

FUNCTIONING TERM OF SEZ:  
13.11.2012 – 01.01.2037  
AREA OF SEZ: 505 HA  
PRIORITY ACTIVITIES: CHEMISTRY  
LOCATION: ZHAMBYL REGION  
SITE: [WWW.SEZTARAZ.KZ](http://WWW.SEZTARAZ.KZ)

### 7. KHORGOZ – THE EASTERN GATES SEZ

FUNCTIONING TERM OF SEZ:  
29.11.2011 – 01.12.2035  
AREA OF SEZ: 4592 HA  
PRIORITY ACTIVITIES: MIXED  
LOCATION: KAZAKHSTAN, ALMATY REGION  
SITE: [WWW.SEZKHORGOS.KZ](http://WWW.SEZKHORGOS.KZ)

### 8. THE PARK OF INNOVATIVE TECHNOLOGIES SEZ

FUNCTIONING TERM OF SEZ:  
18.08.2003 – 01.12.2028  
AREA OF SEZ: 163,02 HA  
PRIORITY ACTIVITIES: ICT AND RTD  
LOCATION: ALMATY CITY  
SITE: [WWW.TECHGARDEN.KZ](http://WWW.TECHGARDEN.KZ)

### 9. PAVLODAR SEZ

FUNCTIONING TERM OF SEZ:  
29.13.2011 – 01.12.2036  
AREA OF SEZ: 3300 HA,  
PRIORITY ACTIVITIES:  
CHEMISTRY, PETROCHEMISTRY,  
METALLURGY  
LOCATION: PAVLODAR REGION  
SITE: [WWW.SEZPV.COM](http://WWW.SEZPV.COM)

### 10. ASTANA – TECHNOLOGICAL SEZ

FUNCTIONING TERM OF SEZ:  
4.13.2017 – 01.12.2043  
AREA OF SEZ: 584,42 HA,  
PRIORITY ACTIVITIES: MIXED  
LOCATION: NUR-SULTAN CITY  
SITE: [WWW.TECHNOPOLIS.KZ](http://WWW.TECHNOPOLIS.KZ)

### 11. TURKISTAN SEZ

FUNCTIONING TERM OF SEZ:  
29.10.2018 – 1.12.2043  
AREA OF SEZ: 1338,0 HA,  
PRIORITY ACTIVITIES: MIXED  
LOCATION: TURKISTAN CITY  
SITE: [WWW.INVESTINTURKISTAN.ORG](http://WWW.INVESTINTURKISTAN.ORG)

### 12. ICBC-KHORGOS SEZ

FUNCTIONING TERM OF SEZ:  
2017 - 2041  
AREA OF SEZ: 492,57 HA,  
PRIORITY ACTIVITIES: MIXED, TRADE  
LOCATION: ALMATY REGION  
SITE: [WWW.MCPS-KHORGOS.KZ](http://WWW.MCPS-KHORGOS.KZ)

### 13. «QYZYLJAR» SEZ

FUNCTIONING TERM OF SEZ: 2019 -2044  
AREA OF SEZ: 192 HA,  
PRIORITY ACTIVITIES: MIXED  
LOCATION: PETROPVLOVSK CITY

## Benefits for SEZ Participants

### Tax Benefits:

1. Reduction of the amount of calculated CIT by 100%;
2. Coefficient 0 to land tax rates;
3. 0% property tax rate;
4. 0 VAT rate for goods sold on the territory of the SEZ, fully consumed in the production process;
5. 0 coefficient is applied to the rates for the use of a land plot during the period of the special economic zone.

### Customs Privileges

Exemption from customs duties for goods imported into the territory of the SEZ.

### Other Incentives:

1. Attracting foreign labor outside quotas and without permits for projects with a cost of more than one million MCI for the construction period and 1 year after commissioning;
2. Availability of ready-made infrastructure;
3. The presence of a SEZ management body - coordination and support for all internal processes (land, utilities, permits, etc.).

### Conditions for Obtaining Tax Benefits:

1. Registration as a SEZ participant and taxpayer on its territory;
2. Absence of structural divisions outside the SEZ;
3. For social tax with labor costs of at least 70% of the total amount of expense.

### Who can be a Member of the SEZ

A legal entity (including a foreign one) planning to carry out priority activities on the territory of the SEZ. If the legal entity is not a resident of the Republic of Kazakhstan at the time of filing the documents and is not registered as a taxpayer of the Republic of Kazakhstan, a copy of the certificate of absence of state registration as a taxpayer in the tax service of the Republic of Kazakhstan is submitted.

### Who cannot be a Member of the SEZ:

1. Subsurface users;
2. Organizations producing excisable goods, with the exception of organizations engaged in the production, assembly of excisable goods provided for in subparagraph 6) of Article 279 of the Code of the Republic of Kazakhstan "On taxes and other mandatory payments to the budget";
3. Organizations applying special tax regimes.

*Source: Association of Participants of Special Economic Zones of the Republic of Kazakhstan*



### Benefits under the "Free Warehouse" program

According to the Code of the Republic of Kazakhstan "On Customs Regulation in the Republic of Kazakhstan" and the Code of the Republic of Kazakhstan "On Taxes and Other Mandatory Payments to the Budget", a range of tax benefits is provided for domestic producers who have free warehouses and a Special investment Contract concluded. To be able to use these preferences, a Company with a free warehouse can conclude an investment contract, according to which it is granted VAT and customs duty benefits for a certain list of raw materials (intended for production).

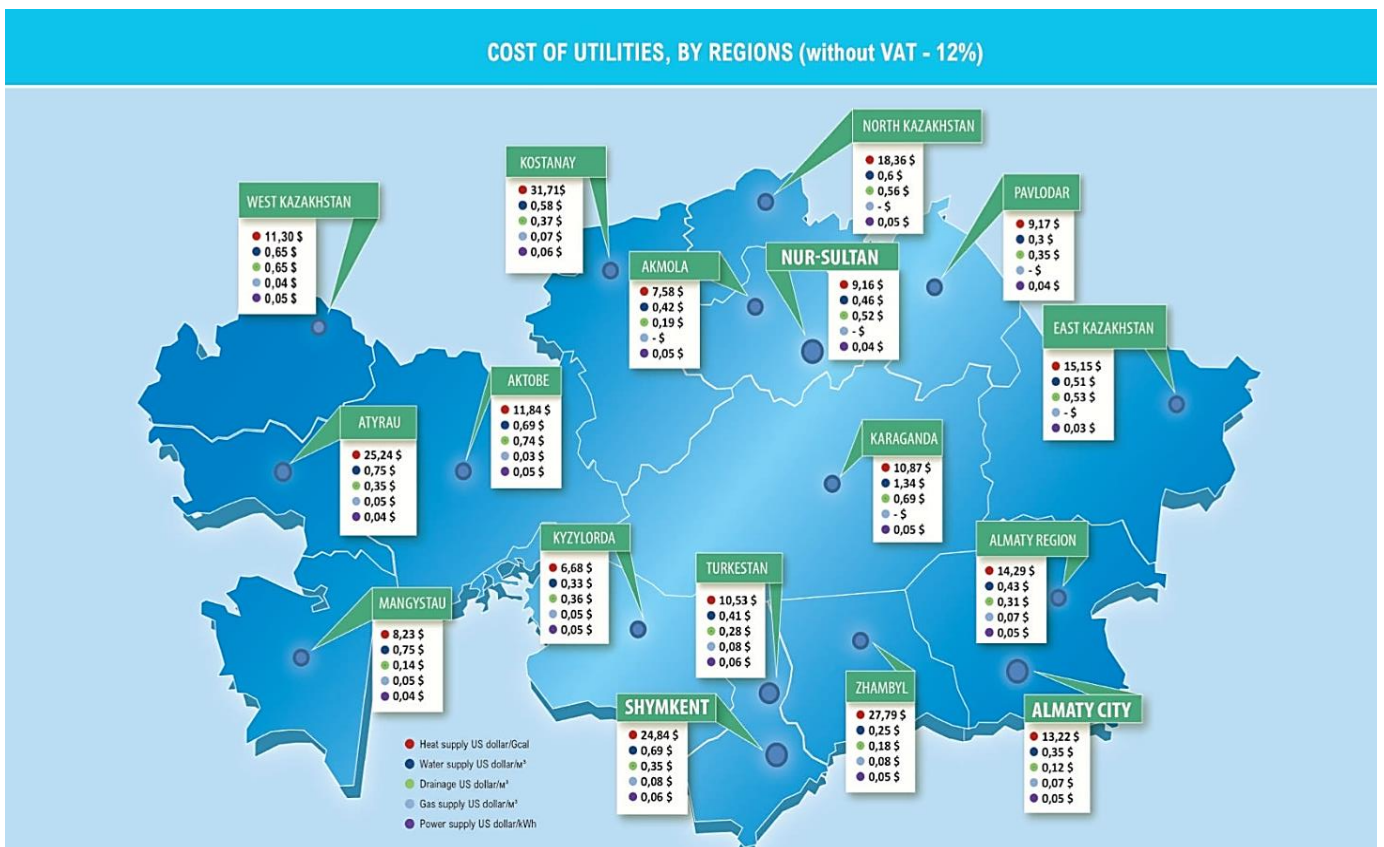
The customs procedure of a free warehouse is a customs procedure in which goods are placed and used in a free warehouse without payment of customs duties, taxes, as well as without the application of non-tariff regulation measures in respect of foreign goods and without the application of prohibitions and restrictions in respect of goods of the Customs Union.

Free warehouses are buildings (parts of buildings), a complex of buildings, equipped and equipped territories and (or) open areas that are protected or have an access control regime for individuals and within which, in accordance with this Code, goods placed under the customs procedure of a free warehouse can be placed and used, as well as other goods in accordance with this Code (hereinafter in this chapter – structures, premises (parts of premises) and (or) open areas).

A free warehouse is considered established from the day following the day of inclusion of a legal entity in the register of owners of free warehouses.

Source: [https://kodeksy-kz.com/ka/o\\_tamozhennom\\_regulirovanii/516.htm](https://kodeksy-kz.com/ka/o_tamozhennom_regulirovanii/516.htm)

### 6. Utility Tariffs in the Country



### **Zero VAT for Subsoil Use Contract**

An agreement between the competent authority and an individual and (or) legal entity for the exploration, production, combined exploration and production of minerals or the construction and (or) operation of underground structures not related to exploration and (or) production, or for the state geological study of the subsoil.

In accordance with clause 1 article 393 of the Code of the Republic of Kazakhstan “On taxes and other compulsory payment to the budget” (hereinafter – Tax Code) the turnovers from sales of own-produced goods for taxpayers, which operate at the territory of the Republic of Kazakhstan in the framework of subsoil use contract, production sharing agreement (contract) shall be subject **to value added tax (hereinafter – VAT) at zero rate**, provisions of which provide that imported goods are **exempted from VAT**.

Thus, the **Branch of “Maersk Oil Kazakhstan GmbH”, Branch of “North Caspian Operating Company N.V”, “Tengizchevroil” LLP**, which operate at the territory of the Republic of Kazakhstan in the framework of subsoil use contract, production sharing agreement (contract), provisions of which provide that imported goods **are exempted from VAT**, are included into the list of taxpayers, approved by the Order No 71 of the acting Minister of Energy of the Republic of Kazakhstan dated February 28, 2018.

In accordance with Clause 4 Article 393 of the Tax Code, the documents, which confirm sales of goods to taxpayers, specified in Clause 1 article 393 of the Tax Code, are:

1. Contract for supply of goods to taxpayers, which operate at the territory of the republic of Kazakhstan in the framework of subsoil use contract, production sharing agreement (contract), provisions of which provide that imported goods are exempted from vat, indicating that supplied goods are intended for implementing the work program of subsoil use contract, production sharing agreement (contract);
2. Copies of shipping documents, which confirm transfer of goods to taxpayers;
3. Copies of documents, which confirm receipt of goods by taxpayers.

Considering the above, subject to compliance with the above conditions, the taxpayer has the right to apply VAT at zero rate to turnovers from sales of own-produced goods to **Branch of “Maersk Oil Kazakhstan GmbH”, Branch of “North Caspian Operating Company N.V.”, “Tengizchevroil” LLP**.

## 7. Financial Institutions / Development Institutions

Institution name	Key function
"Development Bank of Kazakhstan" JSC	Lending to export organizations
"QazIndustry" Kazakhstan Industry and Export Center JSC	Implementation of comprehensive measures to promote exports
Kazakhstan Investment Development Fund	Attracting investments in the development of the economy of the Republic of Kazakhstan, through joint investment with foreign partners.
"Damu" Entrepreneurship Development Fund JSC	Financial and non-financial support for small and medium-sized businesses
Kazyna Capital Management JSC	Development of private equity infrastructure in Kazakhstan in order to promote sustainable economic development of Kazakhstan.
Industrial Development Fund	Implementation of the state investment policy in support of entrepreneurs of Kazakhstan operating in priority sectors of the economy, as well as assistance in attracting foreign and domestic investments in the economy of Kazakhstan through leasing financing.
QazTech Ventures JSC	Ensuring the availability of venture investments for technology businesses; Development of the business incubation system; Provision of technology consulting services
"Kazakh Export" Export Insurance Company JSC	Insurance services for commercial and political risks accompanying the implementation of foreign economic contracts of non-resource sector exporting enterprises
Chevron Direct Investment Fund	The Fund plans to invest into commercial local enterprises across various industries
The European Bank for Reconstruction and Development (EBRD)	The European Bank for Reconstruction and Development (EBRD) was established in 1991. The bank invests in projects that promote the transition to an open market economy, as well as the development of private and entrepreneurial activity.
The QazTrade Center for Trade Policy Development JSC	The key research company of Kazakhstan in the field of trade and economic relations. It studies and identifies topical issues of the nationwide trading system and takes an active part in the implementation of the country's trade policy.

## Development Bank of Kazakhstan

The Development Bank of Kazakhstan (DBK) is a joint-stock company, the controlling stake of which belongs to "Baiterek" National Managing Holding JSC. In accordance with the Law of the Republic of Kazakhstan "On the Development Bank of Kazakhstan" dated April 25, 2001 No. 178, the bank performs the following main state tasks:

### Instruments:

#### Medium- and Long-Term Lending of Large Investment Projects

- Minimum Loan Amount: 7 bln KZT, for projects in the food industry – 3 bln KZT;
- Loan Term: 5 – 20 years;
- The Amount of Company's Own Participation: at least 20% of the amount of the investment project estimate;
- Loan Rate: 9% - 11%;
- Loan Currency: USD, Euro, KZT or other if needed.

#### Crediting of Export (pre-export) Operations

- Loan Currency: USD, Euro, KZT or other if needed;
- The Loan Term is Determined Depending on the Conditions of the Export Operation (up to 5 years);
- Minimum Loan Amount: 1 bln KZT.

#### Crediting of Export (pre-export) Operations

- Lending through STB (at the expense of the National Fund of the Republic of Kazakhstan);
- Loan Amount: 3,5 – 5 bln KZT;
- Loan Term: up to 10 years;
- Loan Rate: not more than 6%;
- Loan Currency: USD, Euro, KZT or other if needed.

#### Project Financing

(Lending to investment projects where the main source of repayment of borrowed funds are cash flows and income from the implementation of the project)

- Minimum Loan Amount: 7 bln KZT;
- Loan Term: up to 20 years;
- The Amount of Company's Own Participation: at least 30% of the amount of the investment project estimate.

#### Leasing Financing

- The Amount of the Lease: from 80 mln KZT (for light industry – from 50 mln KZT);
- Loan Rate: from 3% depending on instrument ;
- Loan Term: from 3 to 20 years depending on instrument;
- The Amount of Company's Own Participation: from 15% to 50%.

Source: Development Bank of Kazakhstan <https://www.kdb.kz/en/>

### **“QazIndustry” Kazakhstan Center of Industry and Export JSC**

Reimbursement of part of the costs to the subjects of industrial and innovative activities to increase labor productivity and the development of territorial clusters up to **40%, up to 60 million KZT**:

- to increase the competence of the enterprise;
- to improve technological processes;
- to improve the efficiency of the organization of production;
- for the development and/or examination of a comprehensive plan of an industrial and innovative project.

Reimbursement of part of the costs of subjects of industrial and innovative activities for the promotion of goods on the foreign market - **up to 60%**, but not more than **36 million KZT**:

- advertising of goods abroad;
- participation in foreign exhibitions, fairs, festivals;
- publication of a catalog for distribution abroad (development, translation);
- maintenance of a representative office, trading platform and warehouse abroad;
- registration of trademarks (brand) abroad;
- certification of goods abroad;
- delivery of goods by rail, road, air, sea transport and organization of transportation.

Reimbursement of part of the costs of subjects of industrial and innovative activities for the promotion of domestic processed goods, works and services in the domestic market – **50%, but not more than 8,3 million KZT**:

- for consulting services related to the confirmation of conformity of goods, works and services, and quality management systems;
- to promote domestic goods, works and services in the domestic market.

Source: Kazakhstan Center of Industry and Export <https://qazindustry.gov.kz/en>

## **Kazakhstan Investment Development Fund**

### **Goal**

Attracting investments in the development of the economy of the Republic of Kazakhstan, through joint investment with foreign partners.

### **Areas of Activity**

- direct investments in projects/assets;
- partnerships with similar funds.

### **The Board of Directors includes**

- Prime Minister (Chairman);
- First Deputy Prime Minister - Minister of Finance;
- Minister of Foreign Affairs;
- The manager of the AIFC and others.

### **Assets under Management**

- Target value — 370 billion KZT.

### **Target Partners**

- Foreign investors (institutional and industry).

### **Investment Amount**

- No more than the amount of direct investments of a foreign partner.

### **Investment Restrictions**

- No more than 50% ownership in the invested company/asset (consolidated);
- projects/assets in the primary extraction of raw materials, in the production of alcohol, tobacco, drugs and the gambling sector are not financed;
- "development projects from scratch" are funded only jointly with the industry;
- an investor with experience, expertise and/or access to sales markets.

### **Target Profitability**

- At least 5% on infrastructure assets;
- At least 15% on other assets.

### **Investment Horizon**

- Up to 20 years on infrastructure assets;
- Up to 10 years on other assets.

Source: Kazakhstan Investment Development Fund <https://ifk.kz/en/>

## DAMU Entrepreneurship Development Fund JSC

### Subsidizing the interest rate

Program	The Amount of the Subsidy and the Term
Business Roadmap 2025	the final rate for the borrower is 6%, up to 5 years
The Economy Of Simple Things	up to 9% of the interest rate, up to 10 years
Nurly Zher	7% of the the interest rate, up to 3 years up
Sustainable cities for low-carbon development	to 10% of the the interest rate, up to 6 years up
Reducing the risks of investing in renewable energy sources	to 10% of the the interest rate, up to 3 years
Subsidizing part of the coupon rate	7% of the interest rate, up to 5 years the
Portfolio subsidies	final rate for the borrower is 6%, up to 3 years

### Loan Guarantee

Program	The Amount of the Guarantee
Business Roadmap 2025	up to 85% of the loan amount
The Economy Of Simple Things	no more than 50% of the loan amount
Damu Optima	no more than 85% of the loan amount
Enbek	no more than 85% of the loan amount
Portfolio guarantee	85% of the loan amount

Source: DAMU Entrepreneurship Development Fund JSC <https://damu.kz/en/>

### Kazyna Capital Management JSC

- Established in 2000 by Decree of the President of the Republic of Kazakhstan.
- 100% owned by the Government of Kazakhstan through the sole shareholder – “Baiterek” National Managing Holding JSC.

#### Status and Mandate

- Development of private equity infrastructure in Kazakhstan in order to promote sustainable economic development of Kazakhstan;
- Formation of an independent cluster of management companies and funds for the effective development of private equity in Kazakhstan.

#### Portfolio:

- KCM invests in promising and strategically important private equity funds;
- 14 private equity funds with KCM participation, including 3 active ones;
- 7 funds were created on the initiative of the President and the Government of Kazakhstan;
- Investment period - up to 10 years (inf. up to 20 years);
- Participation in the company - the share in the company is not higher than 49%.

<b>Aureos Asian Central Fund (2007)</b>	<b>Macquarie Foundation Russia and the CIS (2009)</b>	<b>ADM Capital Restructuring Fund of Kazakhstan 2010</b>
Small and Medium Business Capitalization of the Fund <b>\$37 mln</b>	Infrastructure Projects Capitalization of the Fund <b>\$630 mln</b>	Non-resource sector of the economy Capitalization of the Fund <b>\$100 mln</b>
<b>Islamic Infrastructure Fund (2009)</b>	<b>Kazakhstan Development Fund (2009)</b>	<b>Wolfenson Capital Partners (2008)</b>
Infrastructure Projects Capitalization of the Fund <b>\$226 mln</b>	Food and Light Industry, Metallurgy, Woodworking etc. Capitalization of the Fund <b>\$80.8 mln</b>	Alternative Energy and Financial Services Capitalization of the Fund <b>\$250 mln</b>
<b>CITIK Kazyna Investment Fund (2010)</b>	<b>BRK Capital Fund</b>	<b>Russian-Kazakhstani Nanotechnology Fund (2008)</b>
Infrastructure Projects, Real Estate, exploration and production, etc., except oil and gas Capitalization of the Fund <b>\$200 mln</b>	Development Bank Projects and BRK-Leasing Capitalization of the Fund <b>\$100 mln</b>	Introduction of Innovative Activity of Private Capital, Nanotechnology Capitalization of the Fund <b>\$51 mln</b>

Source: Kazyna Capital Management JSC



## Industrial Development Fund

Industrial Development Fund JSC is a subsidiary of Development Bank of Kazakhstan JSC and is part of the structure of “Baiterek” National Managing Holding JSC.

**The Objectives of the Fund:** implementation of the state investment policy in support of entrepreneurs of Kazakhstan operating in priority sectors of the economy, as well as assistance in attracting foreign and domestic investments in the economy of Kazakhstan through leasing financing.

**The Mission of the Fund:** assistance in modernization and renewal of fixed assets of enterprises in the sectors of industry and infrastructure.

Source: Industrial Development Fund <https://idfrk.kz/en/>

## QazTech Ventures JSC

- 100% belongs to the Government of Kazakhstan through the sole shareholder – “Baiterek” National Managing Holding JSC, which is headed by the Prime Minister of Kazakhstan.
- Ensuring the availability of venture investments for technology businesses;
- Development of the business incubation system;
- Provision of technology consulting services.

### Venture Financing

- Creation of a venture fund with a capitalization of \$2 million in 2019;
- Involvement of international management companies.

### Business Incubation

- 35 million KZT financial support of incubators per year;
- Reimbursement of 50% of operating expenses.

### Technology Consulting

- Evaluation of ideas;
- Planning;
- Technical expertise and audit;
- Increasing the level of technological efficiency of enterprises;
- Cooperation with the Center of the 4th Industrial Revolution.

Source: QazTech Ventures JSC <https://qaztech.vc/en/>

### **“Kazakh Export” Export Insurance Company JSC**

Insurance services for commercial and political risks accompanying the implementation of foreign economic contracts of non-resource sector exporting enterprises

#### **Covered Insurance Risks**

##### **Political:**

- Restriction or prohibition on currency conversion, transfer of payments;
- Mass riots, civil unrest, war;
- Termination or non-fulfillment of the contract by a foreign government agency;
- Restriction or prohibition of the delivery of goods by a foreign state.

##### **Commercial:**

- Non-fulfillment of payment by the Issuing Bank within the terms determined by the terms of the letter of credit;
- Bankruptcy of the issuing bank.

##### **Exporter's Credit Insurance:**

- Opportunities – provision of deferred payment under the export contract;
- Protection from political risks;
- Minimization of losses in case of non-fulfillment of financial obligations by the Importer;
- Increase in export volumes due to favorable conditions for foreign partners.

Source: “Kazakh Export” Export Insurance Company JSC <https://kazakhexport.kz/en>

**Astana International Financial Centre** - a unique center created to provide international financial services

- A special legal regime based on the principles of English Law;
- Independent regulation in accordance with international standards;
- Preferential tax regime exempting from corporate and individual income taxes for a period up to 2065;
- Special currency regulation, under which monetary obligations can be fulfilled in foreign currency;
- Single window system for issuing visas, registration and obtaining other MFC-related procedures;
- Simplified visa regime with extension up to 5 years;
- English as the main language: development and adoption of acts, documentation, legal proceedings, etc.

Source: Astana International Financial Centre <https://aifc.kz/>

## Chevron Direct Investment Fund



The Fund is Chevron's investment vehicle to support Kazakhstan's economy by investing into commercial local enterprises across various industries, including but not limited to manufacturing, works and services in oil and gas industry with potential of developing the local supply chain, environmental stewardship, information technologies, including digital technologies.

The Fund is represented by a holding company for portfolio investments registered in the Astana International Financial Centre in Astana.

- Chevron Direct Investment Fund timeline: The process from proposal submission to release of funds is likely to be 1-6 months.
- Proposal selection criteria:
  - ✓ Strong profitability;
  - ✓ Robust ESG characteristics opportunities;
  - ✓ Financial and non-financial risks;
  - ✓ Value-creation potential;
  - ✓ Portfolio diversification.
- Instrument: Equity.
- Ownership: Chevron Direct Investment Fund ownership capped at 49%.
- Preferred deal size: 2 MUSD to 30 MUSD.
- Target sectors: Targeted areas for investment include, but not limited to Environmental Stewardship, Technology and Digital, and Manufacturing, Works and Services with potential of developing the local supply chain of the Chevron's assets in Kazakhstan and growing local talents.
- Location: All proposals must be executed within the territory of the RoK or display evidence of being overwhelmingly Kazakh in operation and nature.
- Time Horizon: In line with the life of the fund, the intention will be to exit investments within 10 years following its launch. This however will not preclude exploring earlier exit opportunities should the opportunity arise.

Source: <https://cdif.kz/en>

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## EUROPEAN BANK FOR RECONSTRUCTION AND DEVELOPMENT (EBRD)



The European Bank for Reconstruction and Development (hereinafter referred to as the EBRD) is an international financial institution established in 1991 that finances projects in countries from Central Europe to Central Asia, as well as in the countries of the Southern and Eastern Mediterranean.

**EBRD shareholders** - 65 countries and 2 international organizations: the European Union and the European Investment Bank.

### **Services:**

- Fundraising;
- Investment - lending;
- Balance sheet structure management;
- Risk management in the interests of clients.

### **Priority sectors:**

- Agro-industrial complex;
- Information and communication technologies;
- Municipal infrastructure;
- Legal reform;
- Natural resources;
- Industrial production and services;
- Transport;
- Sustainable resource use and climate change;
- Financial institutions;
- Private equity funds;
- Energy;
- Nuclear safety.

The EBRD is active in sectors such as extractive industries, communications and agribusiness.

### **EBRD Reimbursement Program**

Reimbursement of **certification consulting services** for Small Medium Enterprises **up to 50%**, and **60% if CEO if female**.

Source: <https://www.ebrd.com/>

## The QazTrade Center for Trade Policy Development JSC



### Reimbursement of part of the costs of promoting processed domestic goods on foreign markets

#### WHERE CAN I SEE THE CONDITIONS, THE LIST OF DOCUMENTS?

Rules for reimbursement of part of the costs of subjects of industrial and innovative activities for the promotion of domestic processed goods, a list of domestic processed goods for which the costs of their promotion are partially reimbursed (*Order of the Minister for Investment and Development of the Republic of Kazakhstan dated November 30, 2015 No. 1128*)

#### TYPES OF COSTS TO BE REIMBURSED:

- **Participation in foreign exhibitions, forums, fairs, competitions, congresses;**
- **Advertising of goods;**
- **Maintenance of branches, representative offices, retail space, warehouse and retail shelves.**
- **Procedures for confirming the conformity of goods with requirements;**
- **Specialized catalog of procedures for obtaining a permit;**
- **Foreign certification, accreditation:**
  - Costs associated with the foreign certification, accreditation, inspection of subjects of industrial and innovative activity (*in case of positive completion of the certification, accreditation, inspection procedure and the availability of a certificate or other supporting document*);
  - The maximum amount of reimbursement of part of the costs may not exceed **13,000 MCI**<sup>1</sup> (*for one subject of industrial and innovative activity in the current financial year*);
  - Historical period: 32 months.
- **Delivery of goods and payment for transportation services:**
  - automobile;
  - railway;
  - air;
  - sea transport;
  - organization of transportation.
  - The maximum amount of reimbursement of part of the costs may not exceed **75,000 MCI** (*for one subject of industrial and innovative activity in the current financial year*).
  - Historical period: not earlier than **12 months** before the date of application

Source: <https://qaztrade.org/kz/eng/>

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<sup>1</sup> Monthly Calculation Index

## VII. CONTACTS

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### Islamic Development Bank Together We Build A Better Future

#### Islamic Development Bank

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