

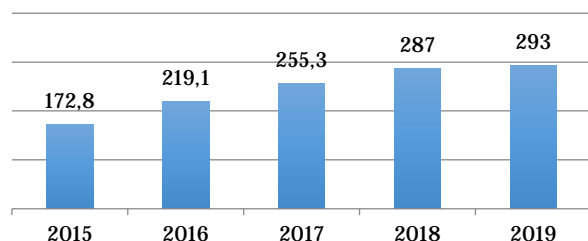
Steel pipe products

(HS codes: 730411, 730419, 730490, 730441, 730459, 730429, 730793, 730799).

Project overview

The project involves the production of pipes for oil or gas pipelines from stainless steel; other hollow-bored and seamless pipes and profiles of ferrous metals; other pipes of circular cross section made of stainless steel; hollow and seamless tubes and profiles of ferrous metals, other round cross-section of other alloy steel; other casing pipes, pump compressor and drill pipes for drilling oil or gas wells, of ferrous metals; fittings of ferrous metal for butt welding, other fittings for pipes or tubes of ferrous metals

Production volume in Kazakhstan, th.tons



Steel pipe manufacturers in Kazakhstan: Pavlodar pipe plant KSP Steel, ArcelorMittal Aktau, Kazakhstan pipe plant, Kazakhstan branch of the Russian Pipe Metallurgical Company (TMK). It is also expected to launch the production of Asia Steel Pipes Corp.

Kazakhstani enterprises, having on their balance the total combined production capacity of more than 700 thousand tons of steel pipes per year, actually produce about 250 thousand tons of products, while the range of imports reaches from 0.5 to 1.5 million tons. The remaining products with a capacity of more than 400 thousand tons are not in demand on the domestic market for a number of objective and subjective reasons.

The main reason for such a low level of development of this segment is the non-compliance with the quality requirements (API standards) and the quantity of the assortment of goods offered by the manufacturers of Kazakhstan, as well as expensive pipe raw materials (prefabricated from strip).

Raw material base

The raw material for production is strip (metal steel tape), rolled sheet steel. The use of this raw material is low-waste, while the waste is recyclable, respectively, the production is recycled.

Raw materials can be provided by the Kazakhstan company ArcelorMittal JSC or by manufacturers of the Russian Federation.

It is necessary to provide high-quality raw materials (semi-finished product from strip) for pipe rolling production (steel grade X80 and above).

Competitive advantages

High demand for products.

Import substitution in Kazakhstan.

The level of competition is low.

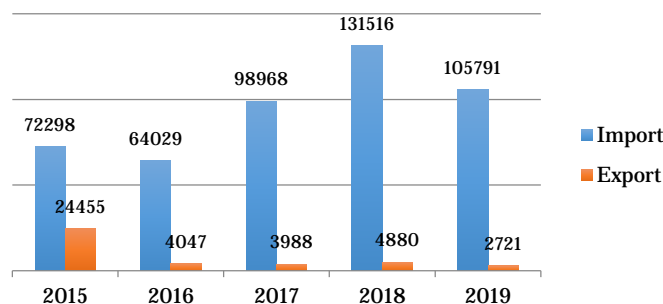
The main exporters among the countries of the macroregion are China and Russia.

Potential markets

The domestic market of steel pipes in Kazakhstan in the long term is estimated in the zone of positive growth. The main factors of further growth of the domestic market will be the low degree of gasification of the regions of Kazakhstan except the western ones, the development of housing and communal services, the growth of oil and gas production, which require transportation to the domestic market of the country and beyond.

Potential markets also include Tajikistan, Georgia, Ukraine, Russia, Turkmenistan, Uzbekistan, Azerbaijan, Iran.

Export and import in Kazakhstan, tons



For 2019, seamless pipes (12%) and welded pipes (10%) prevailed in the structure of total imports of steel products. The increase in imports was due to an increase in the consumption of seamless steel pipes by the oil and gas industry, as well as an increase in the demand for the construction sector.

Government support measures

Investment Preferences: oexemption from customs duties, tax benefits (CIT), land tax and property tax - 0%), in-kind grants, the attraction of foreign. work force.

Preferences of special economic zones: tax preferences (CIT, land tax, property tax), customs preferences, ready-made infrastructure (free rent of land plot), simplified procedure for hiring foreign labor.

Business Roadmap-2025: subsidizing, guaranteeing, provision of external infrastructure.

State support measures for Kazakhstani producers through QazIndustry: reimbursement of part of the costs to increase labor productivity and the development of territorial clusters; promotion of domestic processed goods in foreign and domestic markets.

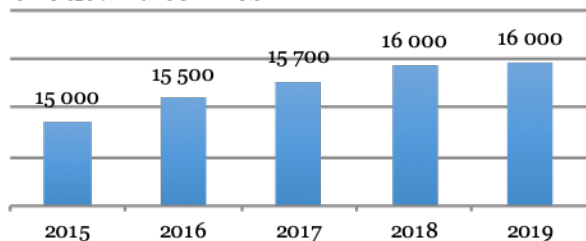
Cement production

(HS code 2523-portland cement, alumina, hydraulic)

Brief project description

The project involves the production of cement from limestone and clay, namely, Portland cement, alumina and hydraulic cement, painted and unpainted, including by the clinker method in West Kazakhstan, Aktobe or Zhambyl regions.

The volume of production in Kazakhstan, thousand tonnes



Cement producers in Kazakhstan: Bukhtarma cement company LLP, Shymkent cement, Kaspiytsement, Standard Cement, Kazakhcement. The Ministry of industry and infrastructure development of the Republic of Kazakhstan presented this product group as a prospect for attracting investors.

Raw material base

The raw materials for production are limestone and clay. Cement is obtained by fine grinding of clinker (uniform firing before sintering of a homogeneous raw material mixture consisting of limestone and clay of a certain composition, which ensures the predominance of calcium silicates.

When grinding clinker, additives are introduced: gypsum $\text{Saso4} \cdot 2\text{H}_2\text{O}$ to regulate the setting time, up to 15 % of active mineral additives (pyrite stubs, grate dust, bauxite, sand) to improve some properties and reduce the cost of cement.

In the ownership of some interested potential partners there are deposits of lime and clay.

Competitive advantage

Export orientation.

The main exporters among the countries of the macroregion are China and Russia.

Availability of potential partners with developed sources of raw materials, sales market and land plots.

Opportunity to develop the production of bio-cement.

Potential market

The domestic market is characterized by the presence of interested partners with a well-developed sales market (West Kazakhstan, Zhambyl, Aktobe regions). It is interesting to develop the production of bio-cement. One of the factors for the development is a growth needs of the construction sector, the growing importance of the medical sector.

Potential markets also include Tajikistan, Russia, Turkmenistan, Uzbekistan, and Azerbaijan.

Export-import

In 2019, the structure of total imports of products was dominated by Portland cement, alumina cement, slag cement, supersulphate cement and similar hydraulic cements.

The volume of exports in 2019 amounted to 1690,351 thousand tons for the amount of 84880 thousand US dollars. Imports in 2019 amounted to 889,709 thousand tons for the amount of 44,296 thousand US dollars.

State support measures

Investment preferences: exemption from customs duties, tax benefits (CPN; land tax and property tax – 0%), in-kind grants.

Preferences of special economic zones: SEZ «Saryarka» in Karaganda region specializes in metallurgy, metal processing and mechanical engineering; SEZ «Pavlodar» - metallurgy, chemistry; SEZ «Turkistan» - mixed.

Business roadmap-2025: subsidizing,; grants; summing up external infrastructure.

Measures of state support for Kazakhstani producers through QazIndustry: reimbursement of part of the cost of increasing labor productivity and developing territorial clusters; promotion of domestic processed goods on the foreign and domestic market.

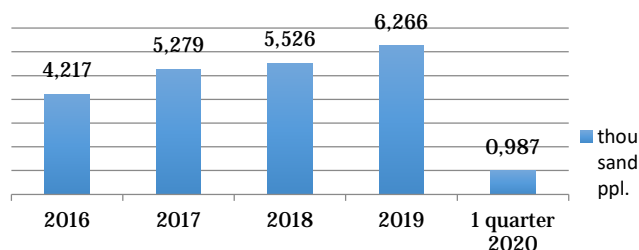
Development of the tourist zone of Turkestan (GCTEA: 55-56 Provision of accommodation and food services).

Project Description:

Development of a tourist zone in the Turkestan region, located on the route of the Great silk road of the cities of Sairam (Ispijab), YASSY (Turkestan) and Otrar. It is planned to build a 4-star hotel of the average price segment with a room Fund of 100 rooms. The total area of one hotel is 3,300-3,700 sq. m.

Growing demand for travel services

Number of users served



The average annual growth in the number of incoming tourists in 2016-2017 was 18%. In 2017 The number of incoming tourists (mainly from CIS countries) was 7.7 million. In 2018, Kazakhstan was visited by 8.5 million tourists, this figure increased by 10% compared to the record 2017 year. According to the results of 9 months of 2019, 752.8 thousand foreign visitors were served by accommodation places, which is almost 24% more compared to the same period last year. The number of incoming visitors remains at the same level (8.5 million visitors)

Leisure and entertainment facilities:

- Ancient settlements
- Ethno-aul
- Caravan-Sarai
- East bazar

Competitive advantage

Low market competition. Nowadays, in Turkestan, the lack of quality supply in terms of accommodation offers investors a unique opportunity to enter a new market with rapidly growing demand for 3-5 star hotels.

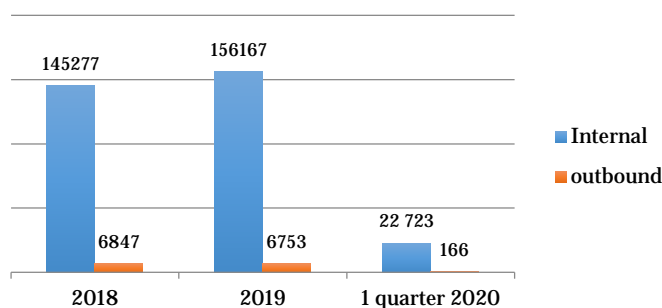
Key Investment Indicators

Indicator

Results

Project implementation period, years	5
Including investment phase, years.	3
operational phase, years	2
Amount of investments, in thousand USD	3 684,2
Payback period, years	10

The growth of attendance of Turkestan



The planned increase in tourist traffic in the region is on average 8% annually. By 2030, the region will be visited by about 1033 million tourists. The tourist flow includes supporters of the Sufi movement, residents of Turkic countries, tourists interested in cultural history or performing "Small Hadj".

Governmental state support:

Investment preferences (over 2 million rubles) MCI) exemption from customs duties, tax benefits (CPN; land tax and property tax – 0%), in-kind grants, attracting foreign citizens. labour.

Preferences of special economic zones: SEZ "Turkestan" in the Turkestan region, Type of activity " Construction and commissioning of tourist accommodation, sanatorium and health facilities»;

Economy of simple things: preferential lending to the tourist business. The "Economy of simple things" Program includes 5 GCTEA codes in the field of tourism.

State support: Assistance in finding a land plot and preparing the necessary documents

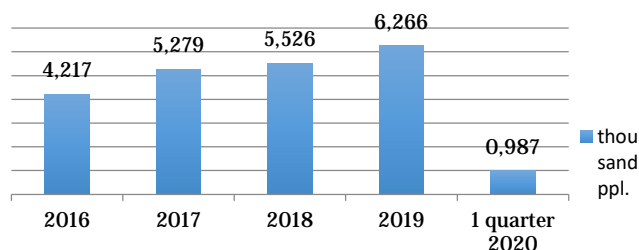
Development of the coast of Lake Alakol (Almaty Region) (GCTEA: 55-56 Provision of accommodation and food services).

Project Description:

The development of the coast of the salt lake Alakol is located in the Eastern part of the Almaty region, Northwest of the Dzungarian Gate. The project involves the development of a three-star Medical and Wellness complex, with a room Fund of 100 rooms and a total area of 2,200 square meters. The total cost of the project, taking into account the construction of the entire number of rooms, is 59 billion tenge.

Growing demand for travel services

Number of users served



The average annual growth in the number of incoming tourists in 2016-2017 was 18%. In 2017 The number of incoming tourists (mainly from CIS countries) was 7.7 million. In 2018, Kazakhstan was visited by 8.5 million tourists, this figure increased by 10% compared to the record 2017 year. According to the results of 9 months of 2019, 752.8 thousand foreign visitors were served by accommodation places, which is almost 24% more compared to the same period last year. The number of incoming visitors remains at the same level (8.5 million visitors)

Leisure and entertainment facilities:

- Ecotourism and bird watching
- Water and mud of Lake Alakol
- Wellness stay
- Beach holiday

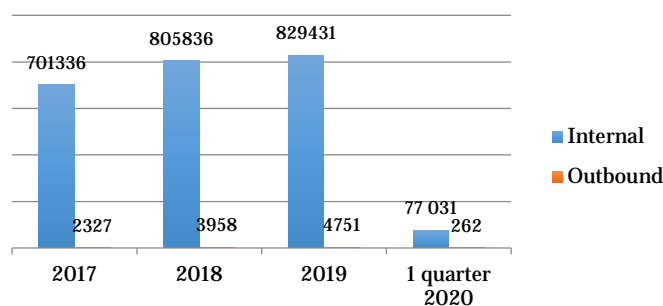
Competitive advantage

Low market competition. To date, the region has a shortage of rooms. A limited number of alternative beach options for families from nearby regions.

Key Investment Indicators

Indicator	Results
Project implementation period, years	5
Including investment phase, years.	3
operational phase, years	2
Amount of investments, in thousand USD	1 315,8
Payback period, years	7

The growth of attendance of Almaty region



The planned increase in tourist traffic in the region is on average 8% annually. By 2030, about 1,003.8 thousand tourists will visit the region. In this case, the average check for all visitors will be 107 thousand tenge. Average length of stay is 5 days.

Governmental state support:

Investment preferences (over 2 million rubles) MCI exemption from customs duties, tax benefits (CPN; land tax and property tax – 0%), in-kind grants, attracting foreign citizens. labour.

Economy of simple things: preferential lending to the tourist business. The "Economy of simple things" Program includes 5 GCTEA codes in the field of tourism.

State support: Assistance in finding a land plot and preparing the necessary documents

Construction of private schools under per capita regulatory funding

Introduction of per capita financing

In order to stimulate successful schools, per capita financing (281,000 tenge per year on average) was introduced in 446 state urban schools in 2019. A government order has been placed in 114 private schools for 30,700 pupils.

Today, the development of the education and science system in Kazakhstan is a priority task of the state policy. An unprecedented decision was made to increase spending **up to 7% of GDP**. On behalf of the Head of State, the issue of increasing funding for science has been resolved. The total amount of science funding will almost double in the **next 3 years (by 69.6 billion tenge)**.

Placement mechanism:

The state has created conditions for reimbursement of investment costs for projects implemented through construction (96 MCI for one student place) or reconstruction of the building (47 MCI for one student place). The period for these payments is 8 years with an annual increase in income taking into account inflation. Operating costs are reimbursed over the entire period of school operation - 281,000 tenge per student place (2020 average rate). There is also a parental fee for students. Additional "comfort conditions" of the programme are the provision of land plots in the form of in-kind grants and measures of financial support-subsidizing bank loans with a rate of up to 6% and the provision of guarantees by the "Damu" fund up to 8%. The building remains the property of the investor.

Shortage of student places in the Republic - 168 thousand student places



Sources of funding:

- **The following sources of funding are offered:**
 - Loan funds (preferential subsidy through the DAMU Fund for a period of 7 years at 6 % per annum)
 - Private funds
 - Creating consortia (pooling funds)
 - Other sources (sponsorship, charitable assistance)

Algorithm of participation in the competition for placement of the state educational order :

- Signing of a preliminary agreement with "Financial Center" JSC
 - Land allocation
 - Construction of the facility
 - Obtaining a commissioning certificate
 - Burden registration
 - Obtaining a license to engage in educational activities, personnel selection
 - Application for placing a government order
 - Recruitment of students
 - School opening
 - Positive decision by the commission
 - Receiving government orders

Algorithm of participation in the contest:

"Financial Center" JSC* on the Internet resource publishes information on the beginning of acceptance of an application for state educational order and sets the terms of the contest.

A private school submits an application with the following documents:

- copy of the license for educational operation;
- certificate of state registration (re-registration) of a legal entity;
- certificate of Bank account.

* **"Financial Center" JSC** - acts as an operator of this programme and is a subordinate organization of the Ministry of Education and Science of the Republic of Kazakhstan. The functions of JSC Financial Center include placement of public order in private schools.

Construction of student dormitories within the framework of the state order placement mechanism

Project description

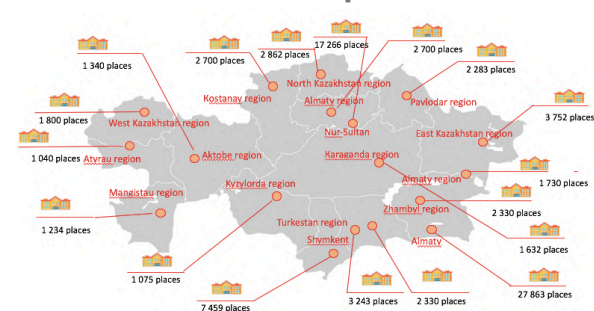
New dormitories with 75,000 beds are scheduled to open by the end of 2022. For this purpose, the State plans to allocate 152.8 billion tenge over a ten-year period. The space for one person should be approximately 11-12 square meters. The average cost of a dormitory construction project is 1.3 billion tenge. The cost of a square meter will be 450-500 dollars.

Placement mechanism:

The mechanism of placement of the state order is implemented on the principles of public-private partnership (PPP) with participation of the state and legal entities. It is assumed that the construction of new residential areas will be carried out by universities themselves under an agreement with investors. The scheme will be individually calculated for the amount of financing of the credit loan that the university will receive, taking into account the relevant costs.

The state reimburses investment costs to investors realized through construction (122 TPIs for 1st student - KZT 338,916, for Almaty - 144 TPIs - KZT 400,032) by reconstruction of the building (47 TPIs - 130,566). Payments under the state order will be indexed for the corresponding financial year. The period of these payments is 8 years, and includes an annual increase in income taking into account inflation. Operating expenses are reimbursed during the whole period of the facility operation. Provision is made for subsidizing bank loans with a reduction of interest rate to 6% and provision of guarantees by the Damu Fund up to 50% of the loan amount. The building remains the property of the investor.

Demand by regions – more than 75 thousand places



Sources of funding:

- **The following sources of funding are offered:**
 - Loan funds (preferential subsidy through the DAMU Fund for a period of 7 years at 6 % per annum)
 - Private funds
 - Creating consortia (pooling funds)
 - Other sources (sponsorship, charitable assistance)
- **Main terms of the agreement :**
 - New places are put into operation within 24 months from the date of signing the contract
 - It is prohibited to change the intended purpose for a period of at least 20 years
 - The agreement is valid after its registration with the authorized bodies for budget execution and is valid until the obligations under it are fully fulfilled

Procedure for placing a government order :

- Placement of state orders is carried out by the supplier of services to ensure the introduction of new places in dormitories
- The supplier submits an application to the operator ("**Financial center**" JSC*) in paper or digital form
- The operator checks for completeness and accuracy within 15 calendar days
- The authorized body in the field of education (**Ministry of education and science of the Republic of Kazakhstan**) after receiving materials from the operator carries out the procedure for registration of a preliminary contract
- The potential supplier provides the operator with copies of documents confirming the commissioning of new facilities
- A state order agreement is concluded to provide students, undergraduates and doctoral students with places in dormitories
- The state order is paid

*"**Financial Center**" JSC - acts as the operator of this program, is a subordinate organization of the Ministry of education and science of the Republic of Kazakhstan.

Construction of waste-to-energy plants in Kazakhstan

Project description:

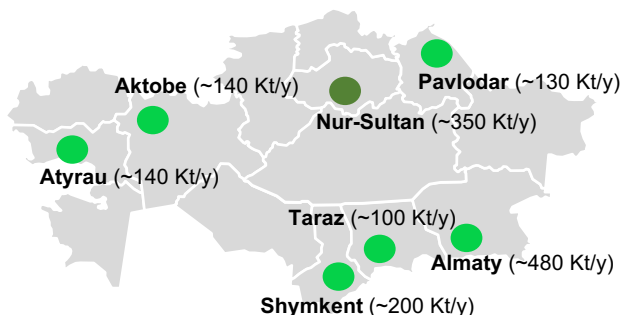
Construction of up to 7 plants in Nur-Sultan, Almaty, Shymkent, Pavlodar, Taraz, Atyrau and Aktoobe for MSW incineration with electricity generation

Total annual capacity of 7 plants – up to 1.5 million tonnes of waste (*indicative volumes*)

The Government is developing a framework to support waste-to-energy projects at the legislative level:

- WtE projects to be granted a competitive “green tariff” with 15-year PPAs to be officially revealed in an auction process
- Each city’s administration to be obliged to support continuous supply of MSW to the plants

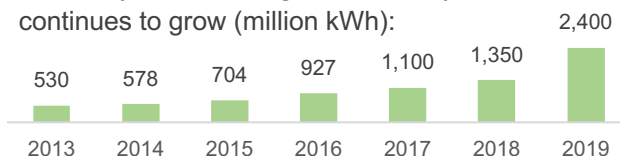
There is also an opportunity to sign an investment contract with the Government to secure tax and custom incentives



Successful Experience in Renewable Energy sector:

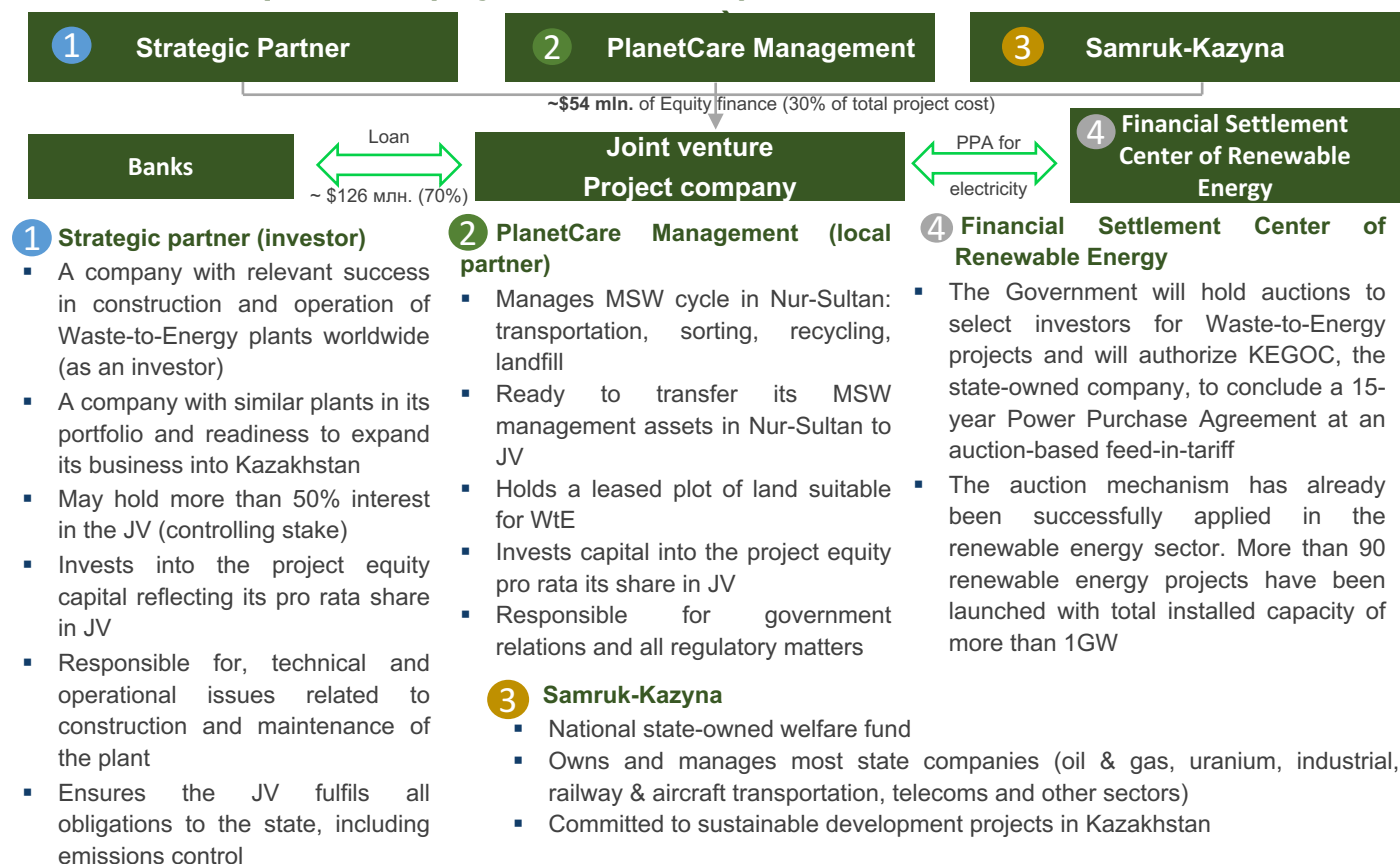
The same mechanism of state support and long-term PPAs has been successfully applied in the renewable energy sector. More than 90 renewable energy projects have been launched in Kazakhstan with total installed capacity of 1,050 MW

Electricity volume generated by renewables continues to grow (million kWh):



Potential Model for Joint Venture Cooperation

(estimated project cost for WtE plant in Nur-Sultan– \$180



Organization of production of textile floor coverings (tufting carpet)

Project description:

Production of textile floor coverings (tufting moquette, carpet wall-to-wall). Application - residential and non-residential premises. Tufting carpet (one of the most inexpensive in the line of floor coverings) is not produced in Kazakhstan. There are several major manufacturers in Russia.

Partner: «Alimp SAMA Ltd» - one of the largest suppliers of floor textile coverings in the market of Kazakhstan for 23 years. www.alimp-group.kz



Technological scheme. Production consists of the following operations:

Warping on a warping machine.

Weaving on a loom.

Curing.

Firmware on firmware hardware.

Drawing a picture on a printing unit.

Dressing.

Finishing finishing of stitched carpet coverings.

Collateral is available: business center with a total area of 1800 sq. m in the center of Almaty, with market value not less than 1.800.000, EUR; also, the purchased equipment, production premises and warehouse complex under construction can be pledged.

Market: (*east.Trademap.org*)

Main importers from Belarus, Russia, Belgium, Netherlands

	us dollars
2017	4 544 000
2018	6 064 000
2019	5 379 000

Business feasibility of the project-it is planned to replace importe from Europe and Russia with domestic-made textile flooring. So, in this case, Russian carpet will be expensive by 20%, European carpet will be expensive by 34%

Produced in Kazakhstan textile flooring is planned to be sold through major trading companies (including «Alimp SAMA Ltd") at the price of 2EUR or 2.24 EUR/sqm. (including VAT), then with a profit margin of 30%, the price for the final consumer will be $2,24 \cdot 500 + 30\% = 1456$ tenge.

Project cost:

3 625 000 EUR

1 300 000 EUR - equipment

40 000 EUR - adjusting, curves +design, training

15 000 EUR – logistics

30 000 EUR - 42m*90m - complete set production room + warehouse complex

100 000 EUR –transport + office equipment

20 000 EUR - SEO promotion monthly

NPV (EUR)	1 301 296,86
IRR (%)	59,4193
Project payback period	3 years

Description of the industry/competitors:

production of floor textile coverings is represented in Kazakhstan only by one manufacturer "Bal-Tekstil" (a woven coating that is not used for office premises, at a price several times more expensive than printed carpet). It is proposed to consider the Russian carpet market as a reference point. In 2014-2018 the volume of floor coverings production in Russia has been increasing in all years of the period and has grown by 19.9% over the five-year period as a whole: from 222 million m2 to 266 million m2. In 2015, the growth rate of the indicator was the lowest for the period (1.5% compared to 2014), which was a reaction of producers to a decrease in solvent demand for their products. In 2016-2018 the growth rate of output has increased significantly. Currently, many leading foreign manufacturers are building factories in Russia. This is due to the low cost of labor and resources, as well as the desire of companies to minimize logistics costs.

By estimations BusinesStat, the production of floor coverings in Russia will continue to develop. In 2020-2023 output will grow at an average rate of 4.7% per year. In 2023, the figure will reach 335.1 million m2.

Manufacturers in Russia: JSC "Merinos carpets and carpet products", LLC "Neva Taft", Belka, OOO, OOO «Nomatex", Prestige textiles LLC, LLC «Kovroteks", JV LLC «Zartex», COMPANY «Novotex"OOO "Baltic souvenir", LLC «Realfft», COMPANY «Dynacraft", Innovative textile materials LLC, LLC «Baltmedia", PK TEKS LLC, Production company LLC «Vela-LIGHT BROWN»

Process Gas Filtration and Purification systems manufacturing

Project description:

Start of process gas filtration and purification systems manufacturing. Various industries will have an alternative equipment to reduce emissions, as well as separate useful substances for production. This equipment included in "short" list of priority goods of the Ministry of industry and infrastructure development of the Republic of Kazakhstan and the "Unified map of priority goods and services".

HS 842139.

Technical description:

Filtration in modern industry is used to separate gas or liquid heterogeneous systems. It allows to obtain a more complete purification of gas or liquid from suspended particles than in the deposition processes, and, consequently, a higher yield of the product (if this product is the solid phase of the suspension).

Gas cleaning equipment:

Mechanical, filter, flushers, fluid-film, single-zone, sorption.

Преимущества РК:

Raw materials, rolled metal availability. The proximity of the proposed location of production and deposits of raw materials to the borders of Russia, as one of the major markets for gas filtration and purification systems.

Russian market import in 2019 – US\$ 536 million.

Manufacturers of gas filtration and purification systems in Russia – LLC "Ural plant of gas cleaning equipment" - the range of products includes dust collectors (dry, wet), cyclones of various modifications for different production, as well as filters; the capacity varies from the manufactured equipment - from 1000 PCs. and higher;

LLC "Uralaktiv" - large range of gas filtration and purification systems, capacity and cost of the equipment varies depending on the model and size, so, for example, the annual production capacity can be from 2000 units per year, the cost - from US\$ 3500.

Project cost - US\$ 6.7 mln. Equipment – US\$ 2.7 mln. Constriction– US\$ 0.9 mln. Infrastructure – US\$ 0.1 mln. ToT - US\$ 0.1 mln. Liquidity - US\$ 3 mln.

In the next few years, price for gas filtration and purification systems will increase smoothly. Flat rolled stock in the cost of equipment takes about 20%, when so much is occupied by filters (components). Possible gradual increase in product prices due to increased demand due to the industrial development.

Market:



Domestic consumption US\$ 283 million. Export potential to Russia, China, Central Asia, and the Caucasus US\$ 2.4 billion.

Location Karaganda region.

Proximity to the source of raw materials-flat rolled metal sheet in Temirtau city (the main producer - "Arcelor Mittal").

- Most of Mining and Metallurgical Company's industrial plants are located in Central, Northern and Eastern Kazakhstan, which will require equipment for such equipment due to improved environmental care and protection.

- The nearest market is Russia, the main suppliers are Italy (US\$ 316.1 mln), China (US\$ 101 mln), Germany (US\$ 90.9 mln).

Approximate project performance indicators

Provided that 20% of the investment will be made at the expense of the applicants, and 80% of the borrowed funds will be allocated through the banks at an annual rate of 14.0% for 3 years.

NPV = US\$ 1,268,233

IRR = 22.3%

DPBP = 2.74 years, provided that 20% of the investment will be made at the expense of applicants, and 80% of the borrowed funds will be allocated through development banks at an annual rate of 7.0% for 3 years.

NPV = US\$ 1,872,224

IRR = 26.3%

DPBP = 2.54 years



Teaser - meat of Lamb (code – 0204)

Investment preferences

- Tax benefits (0%): Corporate profit tax – 10 years, Land – 10 years, Property – 8 years.
- The exemption for customs duties (0%) – 5 years.
- Full-scale land grant.
- Attracting foreign labor force.

Competitive advantage

- Forage with a large growth potential, pastures-180 million hectares, arable land-20 million hectares, and irrigation is also possible.
- potential export of products.
- State support for investors.

Number of sheep & goats

- the total number of sheep and goats as of 2019 was 22 million heads, including Sheep-20 million heads, goats-2 million heads.

The volume of lamb production

- the volume of lamb meat production in Kazakhstan in 2019 amounted to 152 thousand tons, compared to 2018, there is almost no growth. The volume of production of goat meat in Kazakhstan in 2019 amounted to 19.4 thousand tons, which is 2% less than in 2018.

The volume of lamb exports

- exports of lamb and goat meat in 2019 amounted to 8.5 thousand tons in terms of meat, amounting to 36.8 million us dollars, which is the average price of 4.3 us dollars per kilogram.

The prospects of the industry

- Kazakhstan is able to export about 100 thousand tons of lamb meat annually, which, at an average minimum price of 5.0 us dollars per kg, will make a foreign currency revenue of 500 million us dollars per year.

Sales market

- Due to the geographical location of Kazakhstan and the lack of direct access to sea logistics routes, the main land export destinations will go to neighboring countries- China, Iran, Central Asia, the Caucasus, and the Middle East.
- According to the FAO data for 2018, some countries on the potential list of importers of lamb from Kazakhstan have the following volumes of annual imports of lamb:
- China, imports-348 thousand tons of lamb per year
- Iran, imports-38 thousand tons of lamb per year
- Saudi Arabia, imports-35 thousand tons of lamb per year
- European Union, import-142 thousand tons of lamb per year.

business road map -2025

- Subsidy - the base rate of the national Bank + 5%, of which 6% is paid by the borrower, the rest is subsidized by the state.
- Guarantee-the amount of projects up to 1 billion tenge, for existing entrepreneurs, the guarantee is 50%.
- Summing up the infrastructure.

Economy of simple things

- Subsidizing – the rate is not more than 15%, the amount of the subsidy is up to 9% of the interest rate on the loan.
- Guarantee – up to 50% on loans up to 3 billion tenge, and up to 30% on loans over 3 billion tenge and up to 5 billion tenge.



Teaser - meat of beef (code – 0201)

Investment preferences

- Tax benefits (0%): Corporate profit tax – 10 years, Land – 10 years, Property – 8 years.
- The exemption for customs duties (0%) – 5 years.
- Full-scale land grant.
- Attracting foreign labor force.

Competitive advantage

- Forage with a large growth potential, pastures-180 million hectares, arable land-20 million hectares, and irrigation is also possible.
- potential import substitution and export of products.
- State support for investors.

Number of cattle

- the total number of cattle as of the end of 2019 was 7.4 million heads, including dairy cattle-4.9 million heads, or 67% of the total number, meat cattle – 2.5 million heads, or 33% of the total number.

The volume of beef production

- In 2019, the volume of beef meat production amounted to 500 thousand tons, an increase in relation to the volume of beef production in 2018 was 5%.

The volume of beef exports

- in 2019, Kazakhstan exported meat of all types (live, chilled, frozen), in terms of meat - 29.4 thousand tons, for a total of 103.6 million us dollars.

The prospects of the industry

- Kazakhstan is able to export about 480 thousand tons of beef meat annually, which, at an average minimum price of 4.5 us dollars per kg, will amount to foreign currency revenue of 2.2 billion us dollars per year.

Sales market

- Due to the geographical location of Kazakhstan and the lack of direct access to sea logistics routes, the main land export destinations will go to neighboring countries-China, Iran, Central Asia, Russia, the Caucasus, and Turkey.
- According to the world food organization (FAO), some countries on the potential list of beef importers from Kazakhstan have the following volumes of annual beef imports:
- China, imports-2 million tons of beef per year
- Iran, imports-159 thousand tons of beef per year
- Russia – 462 thousand tons of beef per year

business road map -2025

- Subsidy - the base rate of the national Bank + 5%, of which 6% is paid by the borrower, the rest is subsidized by the state.
- Guarantee-the amount of projects up to 1 billion tenge, for existing entrepreneurs, the guarantee is 50%.
- Summing up the infrastructure.

Economy of simple things

- Subsidizing – the rate is not more than 15%, the amount of the subsidy is up to 9% of the interest rate on the loan.
- Guarantee – up to 50% on loans up to 3 billion tenge, and up to 30% on loans over 3 billion tenge and up to 5 billion tenge.



Teaser - meat of Pork (code – 0203)

Investment preferences

- Tax benefits (0%): Corporate profit tax – 10 years, Land – 10 years, Property – 8 years.
- The exemption for customs duties (0%) – 5 years.
- Full-scale land grant.
- Attracting foreign labor force.

Competitive advantage

- Forage with a large growth potential, pastures-180 million hectares, arable land-20 million hectares, and irrigation is also possible.
- potential export of products.
- State support for investors.

Number of pigs

- the number of pigs in the Republic of Kazakhstan as of April 01, 2020 was 894 thousand heads.

The volume of pork production

- in 2019, in Kazakhstan, 86 thousand tons of pork meat were produced in all categories of farms, which is equal to the same volume of production in the previous year.

The volume of pork exports

- the volume of exports amounted to 794 tons in physical terms, amounting to \$ 1.5 million, at an average price of \$ 1.9 per kilogram of pork, which is lower than the average world price, which is \$ 2.5-3 per kg. The share of exports from domestic production is only 0.9%.

The prospects of the industry

- Kazakhstan is able to export annually about 86 thousand tons of pork meat, which at the average minimum price of 3.0 us dollars per kg will make foreign currency revenue in the amount of 260 million us dollars per year.

Sales market

- the most attractive market for pork exports is China, according to the FAO, China annually consumes 55 million tons of pork, in 2018, China imported 1.9 million tons of pork.
- South-East Asia is also a very attractive market for pork exports. according to FAO data for 2018, some countries on the potential list of pork importers from Kazakhstan have the following volumes of annual pork imports:
 - Japan, imports-1.5 million tons per year
 - South Korea, imports-761 thousand tons per year
 - Philippines, imports-163 thousand tons per year
 - Vietnam, import-79 thousand tons per year
 - Russia, import-112 thousand tons of pork per year

business road map -2025

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