



**ALMATY 2017**

The **European Business Association of Kazakhstan (EUROBAK)** was established in 1999 upon the joint initiative of EU companies and the Delegation of the European Union. It is a non-commercial organisation. EUROBAK Membership is made up of more than 147 companies, including well-known international, European and Kazakhstani companies, as well as Diplomatic Missions from Europe and other countries. EUROBAK plays a key role in promoting and nurturing mutual understanding between Kazakhstan and the countries of the European Union in business as well as social spheres.

**One of the main EUROBAK priorities** is to create an effective platform for constructive dialogue between business and government for improving investment climate in the Republic of Kazakhstan. European Business Association of Kazakhstan is accredited by the Ministry of National economy of the Republic of Kazakhstan, the Ministry of Investment and Development of the Republic of Kazakhstan and is a member of a number of governmental working groups and councils.

## We are in a dialogue with



**Bakytzhan Sagintayev**  
Prime Minister



**Askar Mamin**  
First Deputy  
Prime Minister



**Askar Myrzakhmetov**  
Deputy Prime Minister,  
Minister of Agriculture



**Kairat Abdrakhmanov**  
Minister of  
Foreign Affairs



**Kalmukhanbet Kassymov**  
Minister of  
Internal Affairs



**Marat Beketayev**  
Minister of Justice



**Yerlan Sagadiyev**  
Minister of Education  
and Science



**Bakhyt Sultanov**  
Minister of Finance



**Zhenis Kassymbek**  
Minister of  
Investment and  
Development



**Yelzhan Birtanov**  
Minister of  
Healthcare



**Tamara Duisenova**  
Minister of  
Labor and Social  
Protection of  
Population



**Dauren Abayev**  
Minister of Information  
and Communication



**Timur Suleimenov**  
Minister of National  
Economy



In the past and current year, the European Business Association of Kazakhstan arranged many business, social, cultural, and sport events in Almaty and Astana with participation from more than 3000 representatives of international, European and Kazakhstani companies, as well as the diplomatic community, Mazhilis, and government of Kazakhstan.



of coherent European representation in Kazakhstan



reliable and updated contacts database

## Meetings with Government Officials



**Bakytzhan Sagintayev**  
Prime Minister



**Askar Mamin**  
First Deputy  
Prime Minister



**Askar Myrzakhmetov**  
Deputy Prime Minister,  
Minister of Agriculture



**Kairat Abdrakhmanov**  
Minister  
of Foreign Affairs



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Internal Affairs



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Minister of  
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Minister of  
Labor and Social  
Protection of  
Population



**Dauren Abayev**  
Minister of Information  
and Communication



**Timur Suleimenov**  
Minister  
of National Economy



**Asset Issekeshov**  
Akim of Astana



**Bauyrzhan Baibek**  
Akim of Almaty



**Kairat Kelimbetov**  
Governor, Astana  
International Financial Center



**Erlan Khairov**  
Vice-Minister  
of Investment  
and Development



**Gulzhana Karagussova**  
Chairperson, Budget and Finance  
Committee of Mazhilis

## Business events/Forums/Meetings with representatives of diplomatic community



Number of business forums



Number of participants

EUROBAK plays an important role in promoting and maintaining long-term relations between Kazakhstan and Europe in business and social areas. It provides a platform for keeping constructive dialogue between the business community and the government.

In 2016, we have achieved important agreement to meet up with the Prime Minister of the Republic of Kazakhstan, Mr Bakytzhan Sagintayev, on quarterly basis. The priority of these meetings is to promote constructive dialogue between the business community and the government, improving the investment climate in the Republic of Kazakhstan.

EUROBAK is also in ongoing dialogue with the Ministry of Foreign Affairs, the Ministry of Investment and Development, the Ministry of Health and Social Development, the Supreme Court, the National Bank, the State Revenue Committee of the Ministry of Finance, the Investment Committee of the Ministry of Investment and Development, the Finance and Budget Committee of Mazhilis, the Astana International Financial Center, the Investment Ombudsman and many others.

## Committees and Working Groups

**EUROBAK has established committees to promote active conversation between the professionals of the association's member companies and representatives of government authorities of Kazakhstan, as well as share experiences and ideas:**

- Policy & corporate affairs
- HR
- Tax
- Marketing & PR
- FMCG
- Travel, Tourism and Hospitality



### **Objectives of the committees:**

- Legislative initiatives and relationship with governmental authorities
- Sharing experiences and knowledge between specialists
- Initiating and implementing special projects
- Cooperation with other associations and non-governmental organisations

# EUROBAK Annual Membership Directory

- EUROBAK Annual Membership Directory is an effective marketing tool for developing and conducting business in Kazakhstan.
- Includes EUROBAK activity report and detailed information about members with contact details.
- The Catalogue is distributed among political elites and business community of RK, diplomatic community as and through international business events organised in RK (such as KIOGE, KazEnergy, Astana Economic Forum and many more).

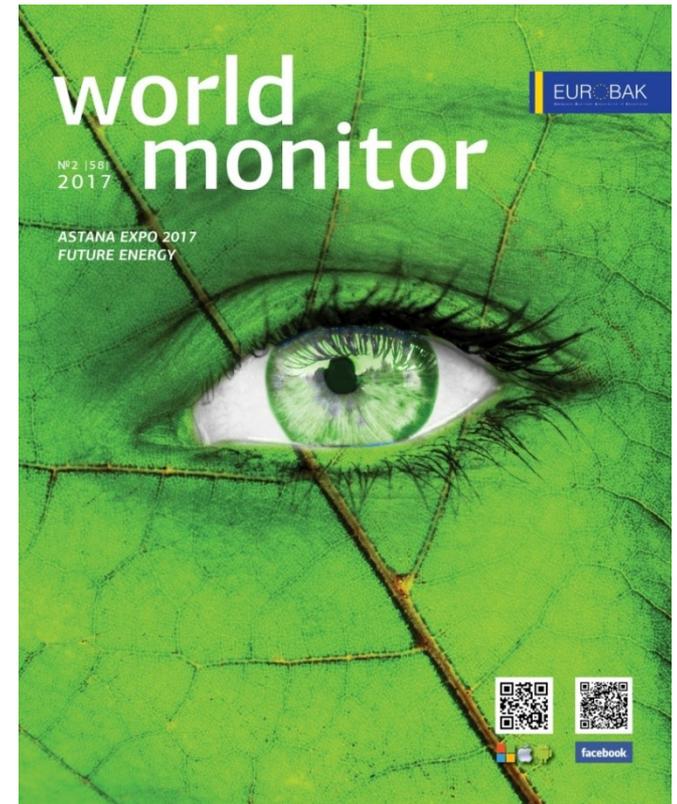
For more information:



# world monitor

World Monitor Magazine, partner of EUROBAK is a business publication in two languages (Russian and English) about economic, business events, international exhibitions, culture of the Republic of Kazakhstan and Europe. 5 editions per year.

- Direct delivery to the top managers of main kazakhstani and international companies;
- Onboard delivery ( Air Astana – national Airline);
- Main hotels in Kazakhstan;
- Government & diplomatic community;
- International exhibitions and conferences;
- Members of EUROBAK;
- EUROBAK Events;
- Business Centers in Almaty and Astana;
- Café's and restaurants of RK;
- E-version of the magazine delivered to 3000 addresses worldwide, available on all devices.





**President**  
Nursultan Nazarbayev

[www.akorda.kz](http://www.akorda.kz)

**General Prosecutor**



Head  
Zhakip Asanov

[www.procuror.gov.kz](http://www.procuror.gov.kz)

**Supreme Court**



Chairman  
Kairat Mami

[www.sud.gov.kz](http://www.sud.gov.kz)

**Parliament**



Chairman of Senate  
Kassym-Jomart  
Tokayev

[www.parlam.kz](http://www.parlam.kz)



Chairman of Majilis  
Nurlan Nigmatulin

**President's Administration Head**



Adilbek Dzhakysybekov

[www.akorda.kz](http://www.akorda.kz)

**State Secretary**



Gulshara Abdykalikova

[www.akorda.kz](http://www.akorda.kz)

**National Bank**



Governor  
Daniyar Akishev

[www.nationalbank.kz](http://www.nationalbank.kz)

**Account Committee for Control over Execution of the Republican Budget**



Chairman  
Kozy-Korpesh Janburchin

[www.esep.kz](http://www.esep.kz)

**Constitutional Council**



Chairman  
Igor Rogov

[www.ksrk.gov.kz](http://www.ksrk.gov.kz)

**Agency for Civil Service Affairs and Anti-Corruption**



Chairman  
Kairat Kozhamzharov

[www.kyzmet.gov.kz](http://www.kyzmet.gov.kz)

**National Security Committee**



Chairman  
Karim Massimov

[www.knb.kz](http://www.knb.kz)

**Government**



**Prime Minister**  
Bakytzhan Sagintayev

[www.government.kz](http://www.government.kz)



First Vice Prime Minister  
Askar Mamin



Deputy Prime Minister  
Minister of Agriculture  
Askar Myrzakhmetov

**Office of the Prime Minister**

**Ministry of Foreign Affairs**

Minister: Kairat Abdrakhmanov  
[www.portal.mfa.kz](http://www.portal.mfa.kz)



**Ministry of Finance**

Minister: Bakhyt Sultanov  
[www.minfin.gov.kz](http://www.minfin.gov.kz)



**Ministry of National Economy**

Minister: Timur Suleimenov  
[www.economy.gov.kz](http://www.economy.gov.kz)



**Ministry of Defence**

Minister: Saken Zhasuzakov  
[www.mod.gov.kz](http://www.mod.gov.kz)



**Ministry of Investment and Development**

Minister: Zhenis Kassymbek  
[www.mint.gov.kz](http://www.mint.gov.kz)



**Ministry of Information and Communication**

Minister: Dauren Abayev  
[www.mic.gov.kz](http://www.mic.gov.kz)



**Ministry of Internal Affairs**

Minister: Kalmukhanbet Kasymov  
[www.mvd.gov.kz](http://www.mvd.gov.kz)



**Ministry of Healthcare and Social Development**

Minister: Tamara Duissenova  
[www.mz.gov.kz](http://www.mz.gov.kz)



**Ministry of Education & Science**

Minister: Yerlan Sagadiyev  
[www.edu.gov.kz](http://www.edu.gov.kz)



**Ministry of Justice**

Minister: Marat Beketayev  
[www.adilet.gov.kz](http://www.adilet.gov.kz)



**Ministry of Culture and Sport**

Minister: Arystanbek Muhamediuly  
[www.mki.gov.kz](http://www.mki.gov.kz)



**Ministry of Religious Affairs and Civil Society**

Minister: Nurlan Yermekbayev  
[www.mic.gov.kz](http://www.mic.gov.kz)



**Ministry of Energy**

Minister: Kanat Bozumbayev  
[www.mem.gov.kz](http://www.mem.gov.kz)



# Prime Minister

## Mr. Bakytzhan Sagintayev



### Personal information

- Born on 13 October 1963
- Graduate of Kazakh State University
- Equivalent to PHD in economic sciences

### Important career milestones

Deputy Governor of Zhambyl region, 1998

Deputy Chairman of the Agency for Small Business Support, Deputy Chairman of the Agency for Regulation of Natural Monopolies, Competition Protection and Small Business Support of Kazakhstan, 1998 - 2002.

First Deputy Chairman of the Agency for Regulation of Natural Monopolies and Competition Protection of Kazakhstan, 2002 - 2004.

Agency for Regulation of Natural Monopolies of Kazakhstan, 2004-2007

Head of the Prime Minister's Office, 2007-2008

Governor of Pavlodar region, 2008-2012

Minister of Economic Development and Trade of Kazakhstan, January-September 2012.

First Deputy Head of "Nur Otan" National Democratic Party, September 2012.

First Deputy Prime Minister – Minister of Regional Development of Kazakhstan in January 2013

Prime-Minister, September 2016

# Minister of Investment and Development, Investment Ombudsman Mr. Zhenis Kassymbek



## Personal information

- Born on May 7, 1975.
- Graduated from Kazakh State Architecture & Construction Academy (Almaty) with qualification Architect-Designer and L.N. Gumilyov Eurasian National University (Astana) with qualification Economist-Manager.
- Candidate of Economic Sciences.

## Important career milestones

In different periods, Zhenis Kassymbek worked as Head of Railway Transport & Ports Division in Agency for Regulation of Natural Monopolies & Competition Protection, Head of Tariff Policy Division in Coordination & Tariff Policy Department, Director of Water-Borne Transport Department in Ministry of Transport and Communications, Director of Aktau International Sea Port RSE.

Vice Minister of Transport and Communications, 2005

Executive Secretary of Ministry of Transport and Communications, 2009

Minister of Transport and Communications, 2014

First Vice Minister of Investments and Development, August 2014.

Minister of Investments and development, June 2016

[www.mint.gov.kz](http://www.mint.gov.kz)

# Mr. Yerlan Khairov

## Vice Minister for Investment and Development of RK



### Personal information

- Born on June 15, 1978.
- Graduated from Karadanda State University (1999) in economics

### Important career milestones

Deputy Head of the Foreign Relations Department of the Office of the Prime – Minister, 2002-2004

Chief Inspector of the Center for Foreign Policy of the Presidential Administration., 2004-2006

Head of the Ministry of Economy and Budget Planning, 2006

Deputy Chairman of the Management Board, Advisor to the Chairman of the "Atameken" Union of Entrepreneurs and Employers., 2006-2007

Executive Director for External Relations in JSC "Kazakhtelecom", 2007-2010

Regional Director for Europe in JSC "National Agency of Export and Investment «KAZNEX INVEST», 2010

Deputy Chairman of the Investment Committee of the Ministry of Industry and New Technologies of Kazakhstan, 2011

Chairman of the Investment Committee of the Ministry of Industry and New Technologies of Kazakhstan, Feb 2013

Chairman of the Investment Committee of the Ministry of Investments and Development , Oct 2014

# Mr. Saparbek Tuyakbayev

## Chairman of the Investment Committee of the Ministry of Investment and Development



### Personal information

- Born in 1979
- Graduated from Technical University of Turkey and University of Toronto

### Important career milestones

Chief expert of the Department of control over the observance of legislation in the sphere of public service of the Legal Department of Civil Service of the Republic of Kazakhstan Agency for Civil Service Affairs, 2005-2006

Third Secretary of the Embassy of the Republic of Kazakhstan in the Russian Federation, 2006-2007

Head of the coordination and control of subordinate organizations of Strategic Planning Department of the Ministry of Industry and Trade of the Republic of Kazakhstan, 2007

Head of Strategic Planning Department and the consolidated analysis - Secretariat of the Ministry of Industry and Trade of the Republic of Kazakhstan, 2007-2008

Consultant, the State Inspector of the Presidential Administration, 2008-2012

Akim of South Kazakhstan region, 2012-2016

Chairman of the Investment Committee of the Ministry of Investment and Development, 2012

# Investment Ombudsman

**Investment ombudsman** is an official body designated by the Government of the Republic of Kazakhstan, on whom assigned the functions of assistance in protection of investors' rights and legal interests.

**Mr. Zhenis Kassymbek, Minister of Investment and Development is designated as an Investment ombudsman in the Republic of Kazakhstan since 2016.**



## **Investment ombudsman functions:**

- 1) consideration of investors addresses on questions raised in the course of carrying out an investment activity in the Republic of Kazakhstan and rendering of recommendations for its solution, also working in with the state bodies;
- 2) provision of assistance to investors in solution of raised questions in extrajudicial and prejudicial order;
- 3) working out and application of recommendations on improvement of legislation of the Republic of Kazakhstan into the Decree of the Republic of Kazakhstan.

For the purposes of systematization and formation of direct and feedback links with foreign investors, as well as system work clarity increase of investment ombudsman is acting on-line platform on the web-site [www.invest.gov.kz](http://www.invest.gov.kz).

# Why invest in Kazakhstan?

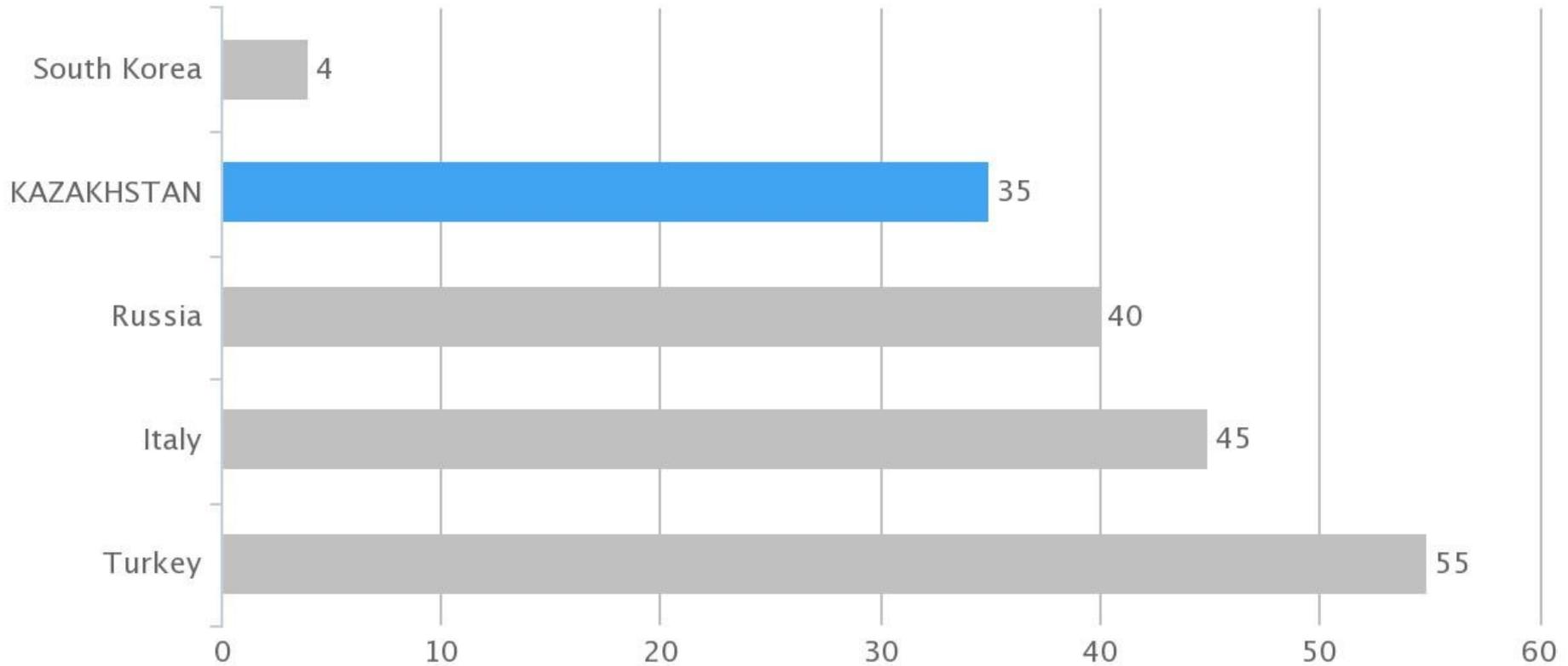


- ✓ **Ease of Doing Business**
- ✓ **Stable economic and political climate in the region**
- ✓ **Rich natural resources**
- ✓ **Investor protection**
- ✓ **Development of new technologies**
- ✓ **Competitive climate**
- ✓ **Competitive geographic location & transit potential**
- ✓ **Favorable tax climate**
- ✓ **State support**
- ✓ **Competitive labor market**

# Why invest in Kazakhstan?

## Favorable Business Climate

Kazakhstan occupies 35 place out of 190 countries in "Ease of Doing Business"



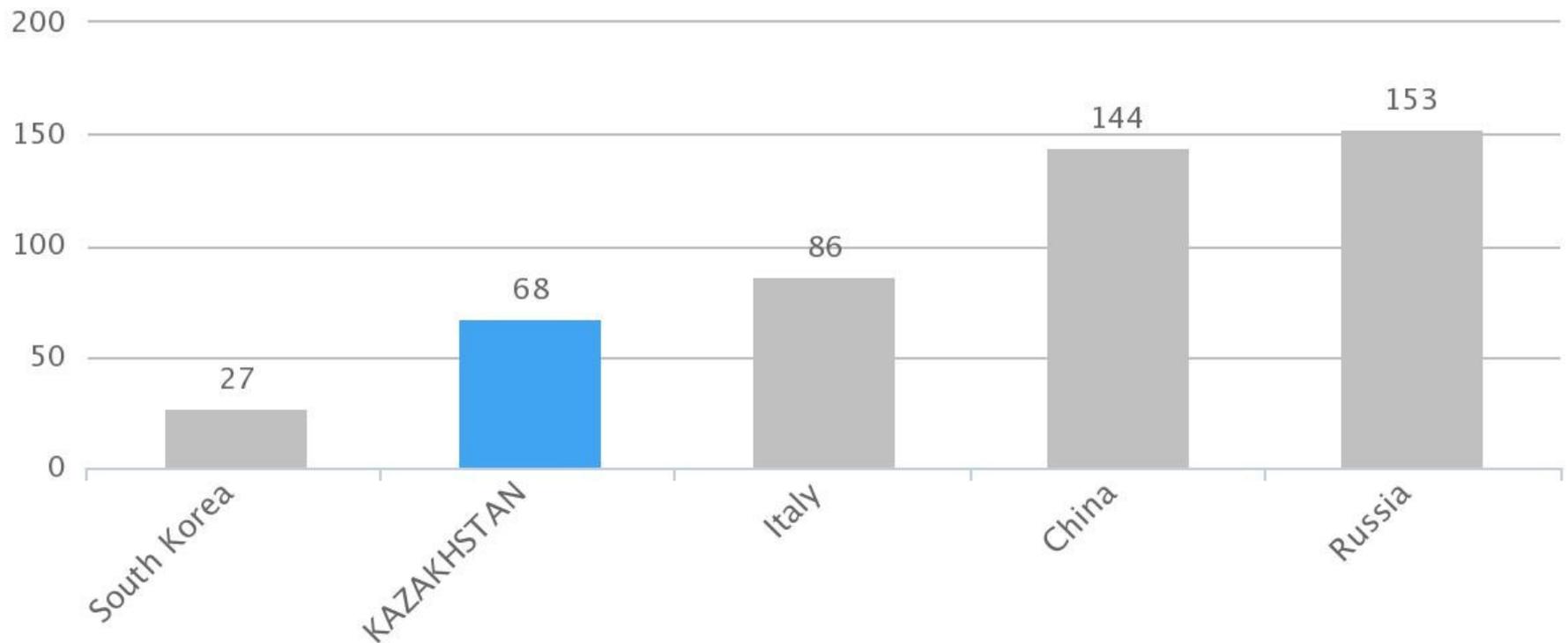
World Bank Group, Doing Business 2017

[Read more >](#)

# Why invest in Kazakhstan?

## Economic Freedom

Kazakhstan occupies 68 place out of 178 countries in terms of "Index of Economic Freedom" index

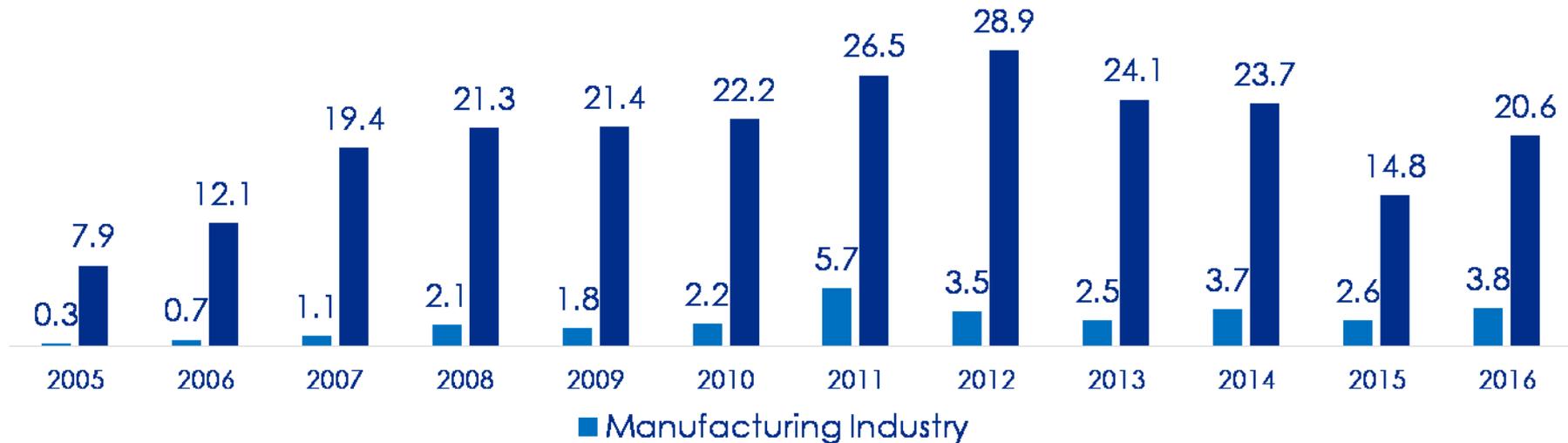


The Heritage Foundation, 2016

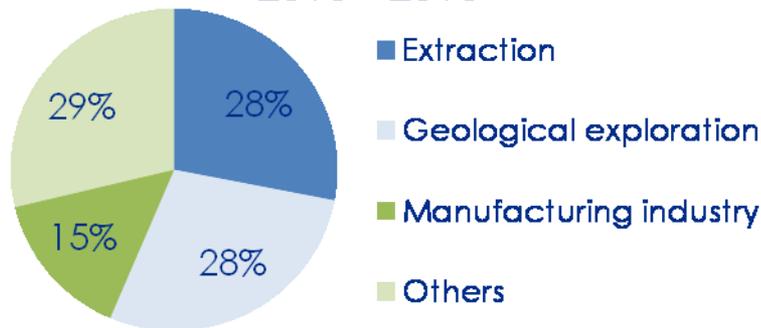
[Read more >](#)

# Why invest in Kazakhstan?

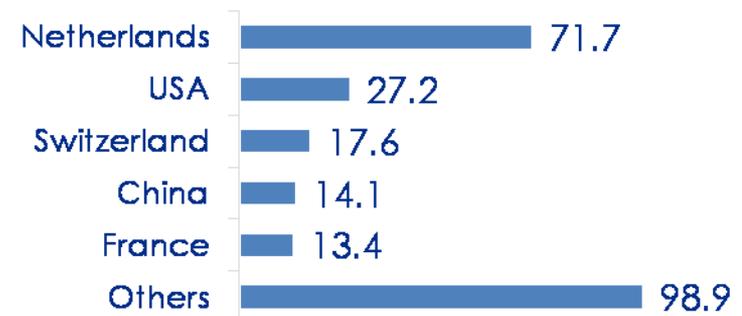
FDI inflows (mln. \$) to Kazakhstan from 2005 to 2016  
\$242.9 bln



By sectors  
2010 - 2016



Top investors in Kazakhstan  
2005 - 2016



# Invest in Kazakhstan

## Why Kazakhstan - Location and infrastructure



The Kazakhstan's geographical position makes it a natural crossroads for major transit corridors from East to West, from North to South.



Kazakhstan is a member of the Eurasian Economic Union



The transcontinental automobile road corridor "Western Europe – Western China".



Over the past five years, new railways with a total length of 1,791 km have been constructed. The country develops port infrastructure



# Investment incentives

✓ Exemption from the customs duties

✓ Natural grants



✓ Simplified visa procedures and liberalised currency controls

In 2017, Kazakhstan plans to abolish visa requirements for citizens of the **34** member states of the OECD,



✓ Tax exemptions\*



Corporate income tax (10 years)



Land tax (10 years)



Property tax (8 years)

0 %

✓ **Stability** of investment legislation and improved protection of investors' rights

✓ Up to **30% cash back** on investment\*

✓ Free work permits

## TAXATION: COMPARISON WITH CHINA AND RUSSIA

Taxes	Kazakhstan	Russia	China
Corporate income tax (CIT)	20%	20%	25%
Value-added tax (VAT)	12%	18%	17%
Land tax	from 0.03 to 0.16 USD per 1 sq.m (10.8 sq.ft);	0.3%, 1.5%	-
Property tax	1.5%	2.2%	1.2% assessed value; 12% rental property.

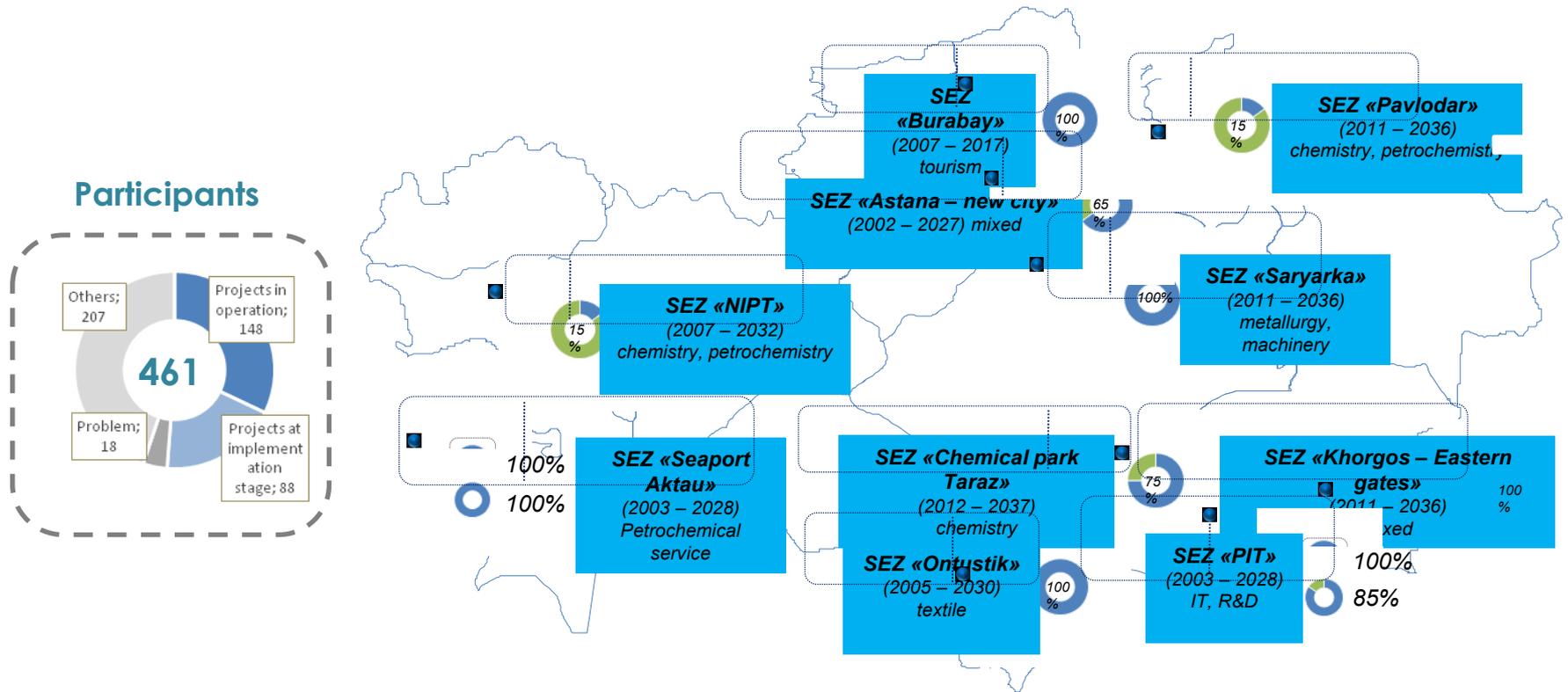
\*Criteria for priority investment projects:

- matching the List of Priority Activities (approved by the Government)
- newly created legal entity with investments of more than 2 million MCI (MCI – monthly calculated index, approved by the Law on the national budget)

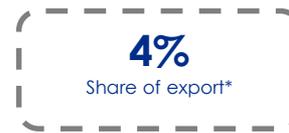
Source: Ministry of Finance of the RK; Federal Tax Service of Russia; State Administration of Taxation of the People's Republic of China

# Invest in Kazakhstan

## Government support - Investment incentives in Special Economic Zones

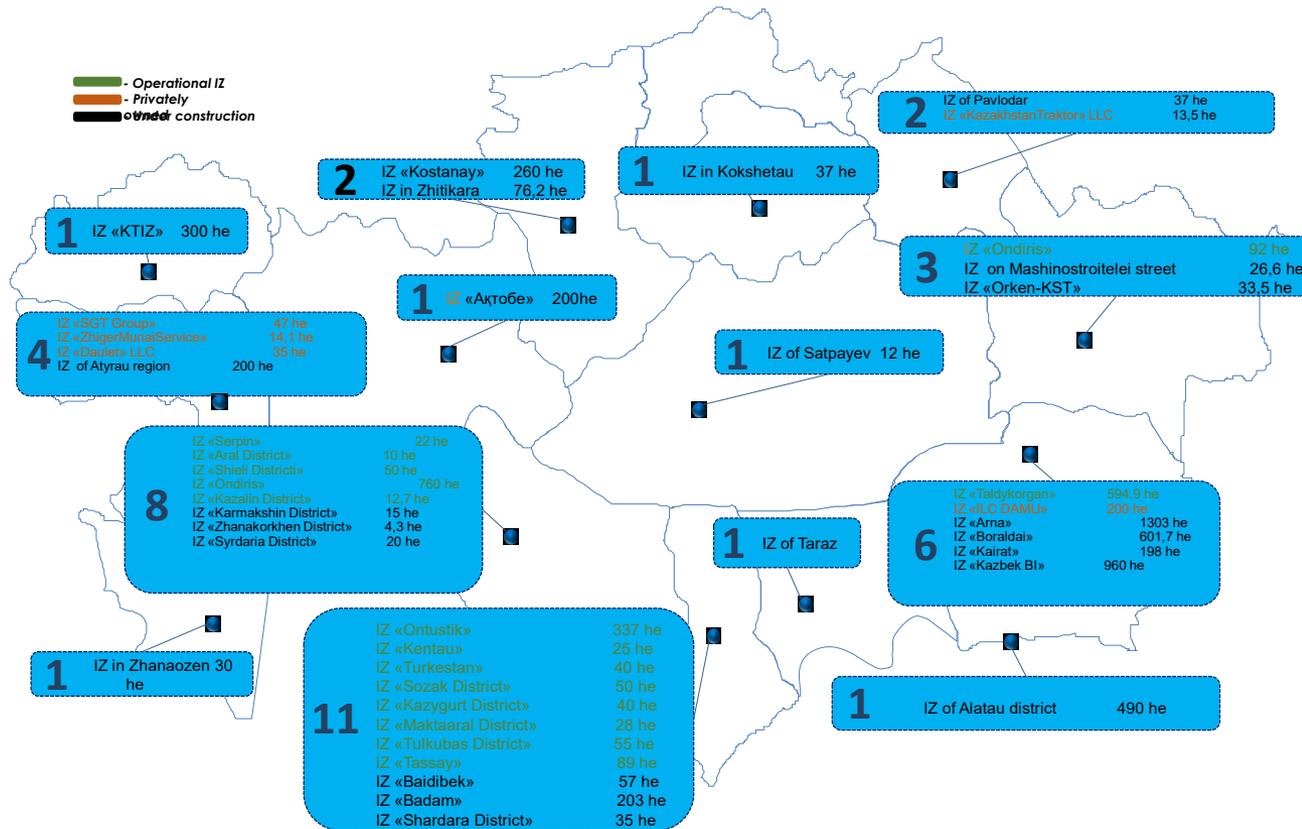


### Key indicators:

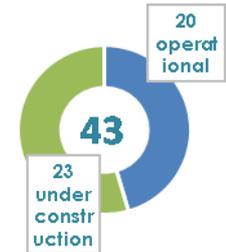


\*share of export in total amount of SEZ exported goods

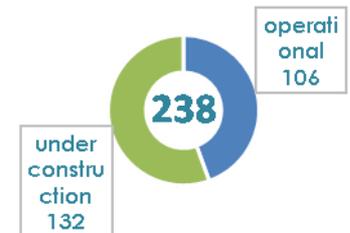
# Invest in Kazakhstan



## INDUSTRIAL ZONES



## PROJECTS OF IZs



## Key indicators:

**25,6%**

Share of FDI in total amount invested in SEZ's projects

**7 712**

Jobs created

# Invest in Kazakhstan

## Priority sectors

### 1 Metallurgy

1. Ferrous metallurgy
2. Non-ferrous metallurgy

### 2 Chemicals

3. Agricultural chemistry
4. Production of chemicals for industry

### 3 Petrochemicals

5. Petrochemical industry

### 4 Machinery

6. Manufacture of motor vehicles
7. Electrical equipment

### 5 Agriculture and Food Industry

8. Food production

More information about us:



**eurobak.kz**



# Thank you!

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**Tel./fax:** + 7 727 250 34 76/77