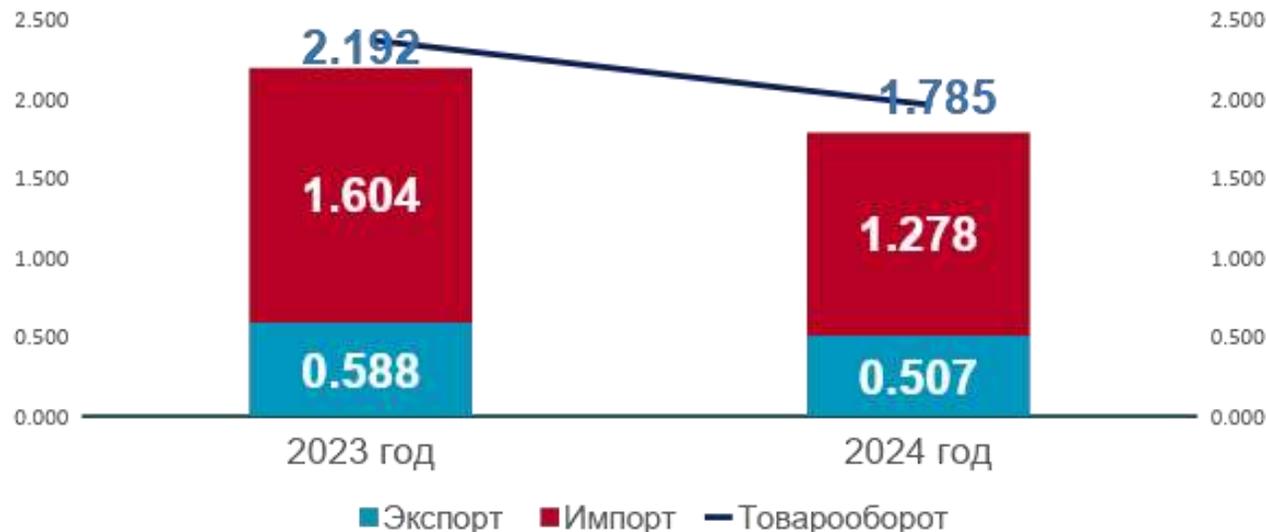


# Kazakhstan-Japan Business Cooperation

Report by the Chairman of the Board of the Chamber of International Commerce of Kazakhstan – Head of the Secretariat of the Chairman of the Presidium of the National Chamber of Entrepreneurs of the Republic of Kazakhstan «Atameken», Deputy Chairman of the Kazakhstani part of the Joint Commission, and Chairman of the Kazakhstan-Japan Committee on Economic Cooperation –  
Karimsakov M. R.



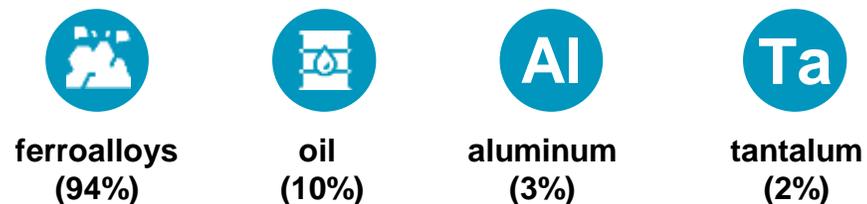
# Trade turnover between Kazakhstan and Japan



## Investments

Japan is the 10th largest foreign investor in Kazakhstan in terms of gross FDI inflows, with a total investment volume exceeding USD 7.8 billion since 2013.

## Main Export Goods of Kazakhstan to Japan:



## Main Import Goods of Kazakhstan from Japan:



# Advantages of Kazakhstan

## Market access

- WTO Member
- Member of the Eurasian Economic Union – free movement of goods, services, capital, and labor, with a common market of over 180 million consumers
- Gateway to neighboring markets with more than 500 million consumers

**150 mln**

consumers from Caspian Sea countries

**50 mln**

consumers from Central Asian countries

**300 mln**

from Western China

## Rich natural resources

- Kazakhstan holds strategic reserves of mineral resources

**U**

**Largest producer  
of  
uranium in the world**

**Pb Cr Zn**

**2<sup>nd</sup> place**  
globally in chromium,  
lead, and zinc reserves

**Mn**

**3<sup>rd</sup> place**  
globally in  
manganese  
reserves

**Cu**

**5<sup>th</sup> place**  
globally in copper  
reserves

**C Fe Au**

**TOP 10 globally**  
in coal, iron, gold  
reserves



# Advantages of Kazakhstan

## Developed transport and communication infrastructure

### Transport

There are 24 airports (72 air corridors) in the country.  
Kazakhstan accounts for 70% of all transit land traffic between China and Europe.

### Fast cargo transportation

Western Europe - Western China.  
Transcontinental highway, delivery in 10 days.  
Aktau and Kuryk seaports. The total capacity of the ports exceeds 27 million tons.

### Telecommunications

Kazakhstan has the best telecommunications infrastructure, with 77% Internet penetration.  
The most modern telecommunications centre in Central Asia with an extensive 4G network.

## Human capital

**Diversity of the population**  
~20 million people  
~40% of the population is under 25 years of age

**A skilled workforce with a competitive average monthly salary in the region.**  
\$416 Kazakhstan, \$549 Russia, \$701 China

**Visa-free regime for citizens of 79 countries, including all OECD countries**

**The literacy rate of the population is 100%**

**128 higher education institutions, 8 of them were included in the list of the best universities in the world with the "QS Stars Development Road map" rating for 2018**

**BOLASHAK International Scholarship**  
More than 10,000 specialists have been trained at the top 100 universities in the world



# Advantages of Kazakhstan

## Priority sectors of the economy



Mechanical engineering



Energy industry



Transport and logistics



Mining and metallurgy



Food industry and agribusiness



Tourism



Chemical and petrochemical industries



**AIFC**

Astana  
International  
Financial  
Centre

Astana International  
Financial Center

Capital  
markets

Asset  
management

Private wealth  
management

Islamic finance

Financial  
technologies

Green finance



# Incentive measures for investments in Kazakhstan

## Key guarantees for investors:

1

legal protection of investors' activities

2

revenue utilization

3

the rights of investors during nationalization and requisition

4

investors' access to information related to the implementation of investment activities

## Government support measures for investments

1

Government grants in kind

2

Exemption from CPN and land tax for 10 years

3

Exemption from customs duties and VAT on imports for up to 5 years

4

Exemption from property tax for 8 years

5

the state reimburses investors for up to 20% of the cost of construction and installation work

6

Purchase of equipment excluding VAT and excise taxes in accordance with the Tax Code

7

14 special economic zones  
37 industrial zones

The key conditions for granting investment preferences depend on the type of project (investment project, priority investment project, special investment project), as well as on the type of activity and the volume of investments





# The main directions and types of government Support for private entrepreneurship



## SMALL AND MEDIUM-SIZED ENTERPRISES

- ❖ NPP «Atameken»
- ❖ «Damu» Foundation



## AGRO-INDUSTRIAL COMPLEX

- ❖ JSC NC «Baiterek»



## INDUSTRIAL AND INNOVATIVE ACTIVITIES

- ❖ JSC «Qazindustry»
- ❖ JSC «Qaztrade»
- ❖ Kazakh export JSC
- ❖ JSC «QazInnovation»



## TOURISM ACTIVITIES

- ❖ Kazakh Tourizm



## INVESTMENT ACTIVITY



# Big plans for further growth of the level of cooperation



- **1.8 billion dollars** trade turnover between 2 countries (for 2024)
- **7,8 billion dollars долларов** volume of investments in Kazakhstan (since 2013)

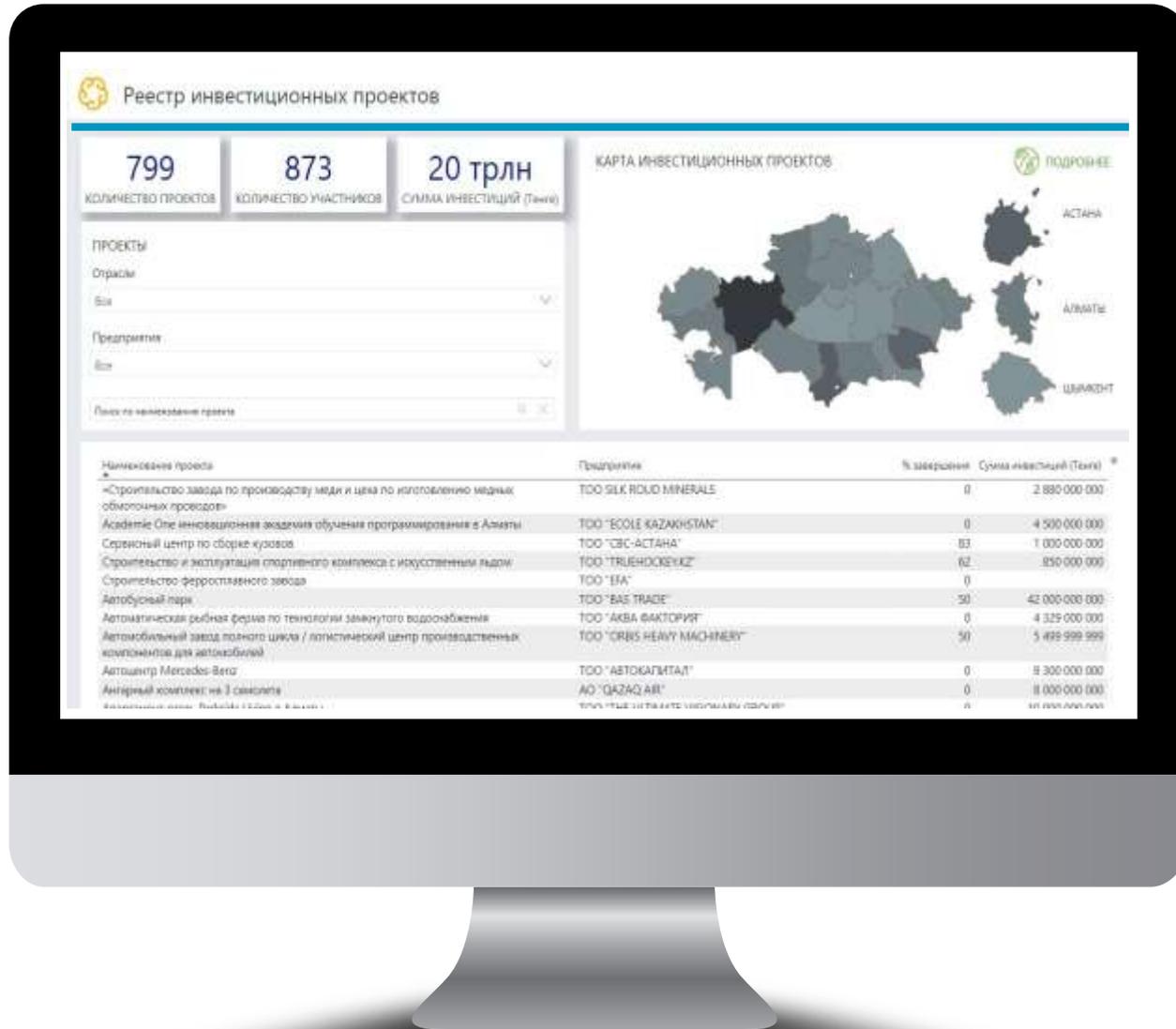
## Key areas of cooperation:

- Digitalization
- Agriculture and food industry
- Subsurface use and mining
- Transport and logistics
- Tourism

The first business forum was held in Astana on August 9, 2024  
«**Central Asia + Japan**»  
with the participation of more than 100 Japanese companies and organizations.



# National Digital Investment Platform



## 1 Summary of all priority investment projects

- Updating/validation of NPP and MIO data by other participants (if necessary)

## 2 End-to-end control of investment project implementation

- Risk reduction, shorter implementation time



# The mission and vision of the National Chamber of Entrepreneurs of the Republic of Kazakhstan «Atameken»

**The National Chamber of Entrepreneurs of the Republic of Kazakhstan «Atameken»** is a non-profit organization. The National Chamber of Entrepreneurs was established in order to increase the pace of negotiations between domestic businesses and the Government of the Republic of Kazakhstan and government agencies.

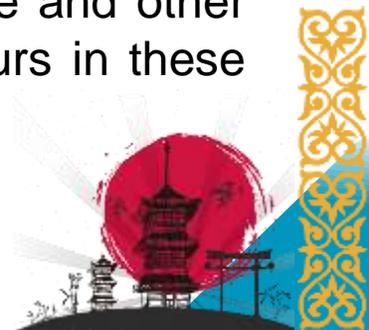
## THE MISSION

Sustainable development of entrepreneurship through effective partnership building between business and government

## THE VISION

The NPP should become a customer-oriented, competence and expertise center for business, stimulating the development of strong national and regional industry associations

**The main task of the National Chamber of Entrepreneurs** is to protect the rights and interests of business, to ensure broad coverage of all entrepreneurs in the process of forming legislative and other regulatory frameworks related to entrepreneurial activity and the participation of entrepreneurs in these processes.



The National Chamber is the largest business association in the country

National Chamber of Entrepreneurs of the Republic of Kazakhstan "Atameken" is represented in all regions of the country and has the opportunity to support entrepreneurs up to the district level.



**20** regional chambers

**188** regional branches



## MISSION



Creating opportunities and conditions for domestic enterprises to secure contracts

## GOALS



Expanding the geography of business cooperation between Kazakhstani and foreign companies and organizations.

## RESOURCES



Organizing mutually beneficial cooperation through Business Councils, Business Forums, B2B and B2G meetings. Establishing partnerships with the support of the Chamber's foreign representative offices.



# We create negotiation platforms for domestic businesses

## We organize dialogue platforms



As part of bilateral cooperation, a meeting of the Kazakhstan-Japan Business Council was held, which was attended by:

**Mr. Akira Terakawa** – Vice Chairman of the Japanese part of the Joint Commission, Chairman of the Japan-Kazakhstan Committee on Economic Cooperation;

**Mr. Murat Karimsakov** – Deputy Chairman of the Kazakh part of the Joint Commission, Chairman of the Kazakh-Japanese Committee on Economic Cooperation.



# Cooperation between ICC and ROTOBO. Expansion of cooperation

**For many years, the Chamber of International Commerce of Kazakhstan has been actively cooperating with ROTOBO.**

At the new stage of development of bilateral cooperation, it is becoming relevant to establish interaction between the NGO/ICC and the following Japanese institutions:

- The Japan Chamber of Commerce and Industry,
- JETRO (Japan External Trade Organization),
- SME Support Japan (Organization for Small and Medium Enterprises and Regional Innovation).



# Meetings with Japanese companies

On November 1, 2023, the 8th meeting of the **Kazakhstan-Japan Joint Commission of the Government and Private Sectors of Kazakhstan and Japan on Economic Cooperation** was held. Within the framework of the meeting, bilateral meetings of the NGO «Atameken» with **JOGMEC**, as well as with **Marubeni Corporation**, **ENA**, **NEDO** were held.



**Marubeni**

**NEDO**

**JOGMEC**



# Foreign representatives of the ICC

- Leilya Sarsembayeva
- Sergey Ho
- Chingiz Sherniyazov
- Daniyar Altayev
- Arman Yesentaev
- Kairat Aitbay
- Erzhan Baiterekov
- Nikolay Savchenko
- Galymzhan Dugalov
- Ignacio Javier Casanovas Hidalgo

- Japan
- Korea
- PRC
- Pakistan
- Afghanistan, Iran
- Kuwait
- Turkey
- Germany
- France
- Spain



# Major Events Organized by the Chamber of International Commerce of Kazakhstan



On January 12, 2024, a business forum and B2B meetings were held in Kazakhstan as part of the visit of the Japanese business delegation, focusing on the development of cooperation in the priority areas of GX (Green Transformation) and DX (Digital Transformation).



# Major Events Organized by the Chamber of International Commerce of Kazakhstan

On August 9, 2024, the first «C5+Japan» Business Forum was held in Astana, bringing together representatives from the five Central Asian states and over 100 leading Japanese companies and organizations operating in key economic sectors.



# Major Events Organized by the Chamber of International Commerce of Kazakhstan



On June 28, 2024, in Astana, the Business Council and Business Forum of the Shanghai Cooperation Organization (SCO) were organized and held with the participation of SCO member states, members of the Government of the Republic of Kazakhstan, the diplomatic corps, and more than 150 business representatives.



# Major Events Organized by the Chamber of International Commerce of Kazakhstan

On November 20, 2024, in Astana, under Kazakhstan's chairmanship, the 7th Meeting of the Business Council and the 9th Business Forum of the Conference on Interaction and Confidence-Building Measures in Asia (CICA) were held.





ҚАЗАҚСТАННЫҢ СЫРТҚЫ  
САУДА ПАЛАТАСЫ  
CHAMBER OF INTERNATIONAL  
COMMERCE OF KAZAKHSTAN  
ВНЕШНЕТОРГОВАЯ  
ПАЛАТА КАЗАХСТАНА

## Chamber of International Commerce of Kazakhstan

Republic of Kazakhstan, Astana, Z19Y7P3, Turan  
Avenue, 19/2, 4th floor, BC "ESTRA"

BIN: 140740025543

Bank: JSC "Halyk Bank of Kazakhstan"

IBAN: KZ496010111000206160 (in KZT)

BIC: HSBKKZKX

KBE: 17

Contacts: +7 7172 27-90-54, 27-90-55

Chairman of the Board: Karimsakov M.R

## Our partners



American Chamber of  
Commerce in Kazakhstan



International Chamber of  
Commerce



Small and Medium Enterprises  
Development Organization  
of Turkey (KOSGEB)



Agency for Foreign  
Investment Attraction



Business Council of the  
Conference on  
Interaction and  
Confidence-Building  
Measures in Asia (CICA)



Chamber of Commerce  
and  
Industry of the Russian  
Federation



JSC NC  
«KazMunayGas»



Small and Medium Business  
Development Agency of  
Azerbaijan "KOBIA"



Business Council of the  
Shanghai Cooperation  
Organization (SCO)



China Council for  
the Promotion of  
International Trade  
(CCPIT)



Astana International  
Financial Centre  
«AIFC»