

2010 - The YEAR of GERMANY in KAZAKHSTAN

INVESTMENT & TRADE FORUM

KAZAKHSTAN-GERMANY:
Expand Your Business at the Heart of Central Asia

Agriculture

Food industry

Light industry

Heavy industry

15-16 February 2010

Dostyk Hotel Almaty, Kazakhstan



Organizer:



Partner:



Sponsor:



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Governmental support:



Ministry of Industry & Trade
of the Republic of Kazakhstan



Ministry of Agriculture
of the Republic of Kazakhstan



Ministry of Economy
and Budget Planning
of the Republic of Kazakhstan



Ministry of Foreign Affairs
of the Republic of Kazakhstan



National Chamber of Commerce
of Kazakhstan



Embassy of Kazakhstan
in Federal Republic of Germany



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Investor Tour to KAZAKHSTAN

Let's Mix Business ...



... with Pleasure



4 Main Reasons WHY You should attend the INVESTMENT & TRADE FORUM «**KAZAKHSTAN-GERMANY: Expand Your Business at the Heart of Central Asia**» in Almaty

1. Power of **Dialogue**: Interact with and share the views of Kazakhstan state representatives and local business community
2. **Observe** Kazakhstan market overview and main benefits of making business in Kazakhstan
3. **Examine** new ideas, challenges and opportunities for the development of Kazakhstan-German investment and trade relations
4. **Benefit** from 1 to 1 meetings between German and Kazakhstan companies to discuss details and perspectives of their cooperation of joint projects



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Kazakhstan Overview

The investment climate in Kazakhstan is considered to be the most favorable in the Central Asia region. For the past 17 years, the Kazakhstan Government has made tremendous progress towards developing a liberal market economy along with legislation to encourage and protect foreign investment. Along these lines, with the new revised Tax Code, the total tax burden on companies and investors has been significantly reduced leading to the World Bank's inclusion of Kazakhstan in the list of the top 20 countries of the world which are considered to be the most attractive for investments.

Agriculture accounts for about 9% of Kazakhstan's economic production. Agricultural land occupies about 93 million hectares with 22 million hectares of arable land. Farmers raise sheep and cattle, and key livestock products are dairy goods, leather, meat, and wool. The country's major crops include wheat, barley, cotton, and rice. Wheat export one of the major sources of hard currency is ranked among the leading commodities in Kazakhstan's export trade. Kazakhstan's land code allows private ownership of agricultural land or long-term lease for Kazakhstani companies. 2008 was a successful year for the agricultural sector as agricultural output grew by 17%. The export of agricultural products, mainly presented by wheat, grew 57% reaching \$2.9 billion. According to the Ministry of Agriculture, for the first time the agriculture industry reached a positive balance in its export-import operations.

Food industry also plays a significant role in country's economic development. Processed agricultural products account for about 30% of the processing industry out of which 90% is produced by the food industry. As of today the Kazakhstan's food industry is presented by 2330 functioning small, medium and large enterprises where the small business' share is the largest one. It is represented by more than 2040 enterprises. In 2007 more than 72 thou. employees were engaged in the food industry, comprising 10.5 % of the total industrial population. The food industry comprises of key segments:

- flour and cereals products output production comprises
- vegetable oil and fats dairy products
- meat and meat products
- processed and preserved vegetables and fruit
- processed and preserved fish and fish products
- animal feed



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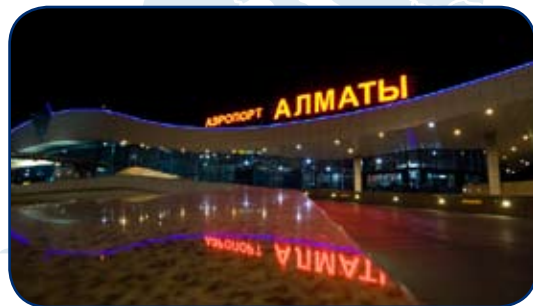
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Almaty

The City of Apple Trees

Almaty is one of the most beautiful cities of Kazakhstan. Its population is 1.5 million people. Although it has lost the status of capital, Almaty remains the largest financial, economic and cultural center of Kazakhstan. It is located in the southeast of Kazakhstan. It accommodates numerous business centers, theaters, museums, art galleries, exhibition halls and countless modern entertainment complexes (ultra modern movie theaters, casinos, nightclubs, parks, restaurants, cafes and others). Almaty was the capital of Kazakhstan from 1929 to 1997. Almaty is one of the largest and most thriving cities in Kazakhstan nowadays.



February 15, Monday

Arrival day

Meeting at the Almaty International Airport
Delivery to the hotel:

Organizers treat
Dostyk Hotel Almaty
Located just in the center of Almaty, Kazakhstan
Address: 36 Kurmangazy, Almaty, Kazakhstan



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Chimbulak

The Pearl of Our Mountains

The Chimbulak Ski Resort is located in the picturesque Zailiy Alatau gorge, at 2200 m above sea level, 25 kilometers from the Almaty city center. There are several skiing resorts around Almaty, but Chimbulak, often referred to as the "Pearl of our mountains", is the most advanced, spectacular. In the opinion of many experienced skiers, Chimbulak's slopes are among the best in the world. The season of the Alpine mountain road and ensemble of cafes make the rest at Chimbulak careless and calm.

February 15, Monday

Departure/Arrival

12:00 – 13:00

13:00 – 17:00

Travel to Chimbulak Ski Resort
Skiing



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February 16, Tuesday

08:30 – 09:20

Registration

09:20 – 09:30

Opening remarks:

- » Organizers
- » Dr. Gerold Amelung, Consul of the Federal Republic of Germany to Almaty
- » Eldar Kunayev, Deputy Head of the Representative office of Ministry of Foreign Affairs of Kazakhstan

SESSION 1

GOVERNMENT POLICY ON STIMULATION OF DEVELOPMENT OF INTERNATIONAL TRADE RELATIONSHIPS

09:30 – 09:45

«Kazakhstani Program on Industrial and Innovational Development: Prospects and Opportunities. Key reasons to invest in Kazakhstan»

Speaker: | Yerkhata Iskaliyev, Vice-Minister, Ministry of Industry and Trade of Kazakhstan

09:45 – 10:00

«Priorities for development of the agricultural sector of Kazakhstan»

Speaker: | Marat Orazayev, Vice - minister, Ministry of Agriculture of RK

10:00 – 10:15

«Investments in real sector of economy»

Speakers: | Gali Iskaliyev, Chairman of the Board,, Kazakhstan Development Bank
| Arman Kasenov, Managing director, Kazakhstan Development Bank

10:15 – 10:30

«Trade and project financing in Kazakhstan»

Speaker: | Rustam Abusalomov, Managing Director, "KazNex Corporation for Export Development and Promotion" JSC

10:30 – 10:45

«DAMU» Fund's programs of financial support of small and medium enterprises»

Speaker: | Zhiger Suleimenov, Senior Manager of project financing department, Entrepreneurship development fund DAMU

10:45 – 11:00

«Insurance of Foreign investments in export oriented projects»

Speaker: | Gulnar Khasenova, Deputy Chairman of the Executive Board, JSC «Kazakhstan Export Credit Insurance Corporation»

11:00 – 11:30

Coffee break & Press - conference

11:30 – 11:45

«The legal and procedural principles of interaction between executive government institutions and businesses»

Speaker: | Svetlana Idrissova, «Atameken Union» National Economic Chamber

11:45 – 12:00

«Real sector investments in Kazakhstan»

Speaker: | Rachel Freeman, IFC's Senior operations officer, The World Bank



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February 16, Tuesday

12:00 – 12:15

«**Customs Union (Belarus, Kazakhstan, Russia). Prospects and opportunities for Kazakhstan and for exporting countries**»

Speaker: | Gennadiy Shestakov, Chairman, Association of Customs Brokers of RK

SESSION 2

DOING BUSINESS IN KAZAKHSTAN

12:15 – 12:30

«**Business opportunities for German companies in Kazakhstan**»

Speaker: | Dr. Jorg Hetsch, Delegate of the German Economy for Central Asia

12:30 – 12:45

«**Business and legal environment in Kazakhstan**»

Speaker: | Yuliya Mitrofanskaya, Partner, Salans LLP

12:45 – 13:00

«**Successful right from the get go – 10 Tips for your business development in Kazakhstan**»

Speaker: | Mario Wolosz, Director, KAZAKHSTAN CONSULTING

13:00 – 14:00

Lunch

SESSION 3

KAZAKHSTAN - GERMANY: CURRENT COOPERATION AND FUTURE PERSPECTIVES

14:00 – 14:15

«**Trade and economic cooperation between Kazakhstan and Germany**»

Speaker: | Timur Suleimenov, Vice - minister,
Ministry of Economy and Budget Planning of RK

14:15 – 14:30

«**Trade and project financing of agriculture, light and food industries by HSBC Bank**»

Speaker: | Alikhan Kanapiya, Managing director, HSBC Bank

14:30 – 14:45

«**Financing Opportunities for energy-efficient technologies**»

Speakers: | Yerlen Zhangeldin, Economist, Kazseff
| Helmut Lorenz, Economist, Kazseff

14:45 – 16:00

«**PRESENTATIONS OF GERMAN COMPANIES**»

» «Innovative technologies on soil processing, sowing, plant protection,
Lemken GmbH

» German fodder harvesting machinery: technologies for the harvesting of straw, hay and silage», Representative of **MASCHINENFABRIK BERNARD KRONE GMBH company**

» «Construction of slaughtering complexes, meat processing plants, fish farming and fish processing», Representative of **E.M.F. Lebensmitteltechnik Anlagenbau GmbH company**

» «Strategies of German trade chains: opportunities for Kazakhstani producers and distributors by **METRO Cash & Carry**»

» **SCHALLER-KAZAKHSTAN LLP**. We will turn the idea into your success!

Design, supply, installation, service support, development of concepts for packaging, technical and technological execution of complex lines and certain equipment for slaughtering, meat processing, labeling, weighing, and hygiene with the drafting and introduction of formulations in the production process.

16:00 – 18:00

Personal meetings between representatives of the companies of the two countries.



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TRADE MISSION SERVICES:

The VIProMotion Corporate Communication Agency strives to be a bridge between Kazakhstan, Europe, and the rest of the world and works hard to connect Kazakhstani companies with various, well respected foreign businesses who want to give their customers the very best products and services.

We help you to save time by organizing INVESTMENT & TRADE FORUM "Kazakhstan-Germany: Expand Your Business at the Heart of Central Asia" meet your exact requirements. Our trade mission services include the following activities:

- Establishment of contacts with high profile Kazakhstan government authorities
- Partner search service: Arranging prospective Kazakhstani companies (from 3 to 5 companies) who would like to meet your company and discuss cooperation possibilities
- Company background information: Provision of information about the companies which you will meet in Kazakhstan

