

## Foreword from Dr Carolyn Browne, HM Ambassador Astana



British Embassy  
Astana



**I am delighted to contribute to this guide to “Doing Business in Kazakhstan”.**

Kazakhstan is a key market for the UK. In 2013, David Cameron was the first ever serving UK Prime Minister to visit Kazakhstan. Following that visit, an Intergovernment Commission between the UK and Kazakhstan was set up, tasked with increasing our bilateral trade and investment. In November 2015, when President Nazarbayev visited the UK as a Guest of the British Government, it became clear how rapidly trade and investment between the two countries had developed in the meantime, including the signature of trade deals worth £3.2bn and agreement to extend joint work further into new sectors.

UKTI has currently identified three high value opportunity programmes in Kazakhstan: Oil & Gas, Mining and Education. The Oil & Gas programme is the most successful globally – having facilitated 48 new joint ventures and delivered over £6.4bn in business wins since 2013. In addition to these programmes, further sectors such as Financial and Professional Services, Manufacturing and Agribusiness are opening up – with opportunities for new partnerships and joint ventures.

In June 2017, Astana will open its doors to international visitors to experience EXPO2017 – based on the theme of Future Energy. The UK has confirmed its participation in EXPO2017, which will cement our bilateral long-term strategic partnership.

Kazakhstan dominates the Central Asian region in terms of economic growth. Its economy is now larger than twice the size of all the other Central Asian economies put together. Being a resource based economy, the oil and gas sector is the key driver of the Kazakh economy and contributes to around 30% of GDP and 80% of exports. Kazakhstan was a founder member of the Eurasian Economic Union which was launched in January 2015. And in November 2015 Kazakhstan became a member of the WTO. WTO accession will allow the Kazakh economy to benefit from improved access to European and international foreign trade and increase investor confidence.

I am sure that this guide will be helpful to companies interested in this market. The UKTI team and the British Chamber of Commerce in Kazakhstan are here to help you. You can contact them through the Director of UKTI, David Ratcliffe by e-mail: david.ratcliffe@fco.gsi.gov.uk or info@britishchamber.kz

I look forward to welcoming you to Kazakhstan in the near future.

**Dr Carolyn Browne HM Ambassador, Astana**

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