

## Sector specific opportunities

Expo 2017

Expo 2017 will be hosted by Kazakhstan.

It is expected that there will be many promotional opportunities for UK companies in relation to the theme of: 'Energy of the Future'.

Expected projects include:

- construction of Expo City and the green village
- development of 'Smart Astana' using the latest technology in urban planning, infrastructure, healthcare, education, safety and ecology
- transport infrastructure upgrade projects
- supply of low carbon technologies
- design, engineering, consultancy services

Planned investments in the power, transport, communications and agricultural sectors should offer significant opportunities for UK companies.

Contact UKTI adviser Olga Protassova at: [Olga.Protassova@fco.gov.uk](mailto:Olga.Protassova@fco.gov.uk), for more information on opportunities at Expo 2017, or visit the Expo 2017 website at: [www.expo2017astana.com/en/](http://www.expo2017astana.com/en/)

*(Source – UKTI)*

### Oil and gas

With estimated oil reserves of 5.3 billion tonnes, and approximately 3.3 trillion cubic metres of gas, Kazakhstan is in the top 10 countries in the world in terms of oil and gas reserves. The country plans extensive further development in extractive industries and in the Caspian Sea.

There are a wide range of opportunities on offer to qualified UK companies meeting local content requirements in the oil and gas industry.

Opportunities include:

- engineering equipment supply

- oil and gas equipment manufacturing
- solid and liquid waste treatment and disposal
- oil spill response and treatment

Contact the Deputy Head of UKTI Kazakhstan, Goulnar Gabdulova at: UKTI.GG@mail.online.kz for more information on opportunities in the oil and gas sector.

*(Source – UKTI)*

### Petrochemical industry

The base petrochemical industry, (the production of primary petrochemicals), is a new and promising sector in the economy of Kazakhstan. Kazakh manufacturers, producing plastics for various purposes, e.g. for construction materials, packaging etc., use base petrochemical products. To meet the needs of these sectors, Kazakhstan receives annual imports of raw polymer materials to an average value of USD \$400 million. Production of a domestic market of base petrochemicals is about 72 billion Tenge, while imports account for more than 70%.

Petrochemical products have high export potential. According to priority commodity groups, imports of macro-region countries amount to more than USD \$20 billion.

Priority activities:

- Production of other main organic chemicals
- Production of primary plastics
- Production of primary synthetic rubbers

**Priority projects** From 2015 to 2019, the state policy on the development of the petrochemical sector will be aimed at creating new facilities producing primary polymers and organic compounds as raw materials for both the petrochemical industry itself, and chemical industry in general (facility-producing aromatic hydrocarbons in Atyrau region).

*(Source – KAZNEX INVEST)*

### Mining

The natural resources sector in Kazakhstan is responsible for around 17% of GDP, 16% of exports and for the employment of about 200,000 people. It is one of the world's most promising emerging markets in this sector.

There are opportunities for UK companies in:

- geological exploration
- mining software and systems development
- drilling
- integrated project management
- contract mining
- innovative equipment supply
- laboratory and consultancy services
- engineering services

Contact UKTI adviser Olga Protassova at: [Olga.Protassova@fco.gov.uk](mailto:Olga.Protassova@fco.gov.uk), for more information on the mining sector.

*(Source – UKTI)*

## Ferrous metallurgy

Ferrous metallurgy is part of a large historical industry, and its share in secondary industry in Kazakhstan amounts to 13%. Ferrous metallurgy is a basis for development of engineering and metal work, its products are widely-used in all spheres of the economy. Development of primary sectors, engineering and construction provides a fixed demand on the domestic market and macro region markets.

Priority activities:

- Production of cast-iron, steel and ferrous alloys
- Production of pipes, pipelines, sections, steel fittings
- Cold drawing (production of iron rod and solid billet)
- Cold rolling of strips and narrow strips

- Cold moulding and folding
- Production of wires by cold drawing

**Priority projects** From 2015 to 2019, the state policy on the development of ferrous industry will be aimed at implementing priority areas for production of high quality raw materials to produce steel (granulated iron and hot briquetted iron, increase in production of new types of ferrous alloys), production of new types of steel (piped and corrosion-resistant, heat-resistant and hot-resistant, tool, ball bearing, rail and spring steel) and increasing the product line of highly alloyed steel.

*(Source – KAZNEX INVEST)*

### Non-ferrous metallurgy

Non-ferrous metallurgy is a key sector of secondary industry in the Republic of Kazakhstan, forming the country's export potential. The products are fundamental in engineering, electrical engineering, construction and electronics.

Priority activities:

- Production of noble (precious) metals
- Production of aluminium
- Production of lead, zinc and stannum
- Production of copper
- Production of other non-ferrous metals

**Priority projects** From 2015 to 2019, the state policy on development of non-ferrous metallurgy of the country will increase production of the base metals copper, gold, titanium and aluminium, and increase in production of wire rods, wires, rolled stock, alloys, foils, jewellery, and products for related industries.

*(Source – KAZNEX INVEST)*

### Agriculture

Agriculture is important to the Kazakh economy, which is evident from the country's ranking among the top 10 grain producers in the world. The government is looking for regional development and for investment in crop development, food production and animal processing.

Major areas of opportunity for UK exporters and investors include:

- supply of pedigree animals and genetic material, artificial insemination and embryo transplant technologies
- supply of seeds, feed premix and vaccines
- agricultural machinery and software
- farm management technologies and services
- agricultural consulting services, such as pasture development
- cooperation between scientific research institutions
- vocational education
- water saving technologies and sustainable irrigation/water supply systems
- development of organic agricultural standards

Contact UKTI adviser Olga Protassova at: [Olga.Protassova@fco.gov.uk](mailto:Olga.Protassova@fco.gov.uk), for more information on opportunities in the agriculture sector

*(Source – UKTI)*

## Green energy

There is huge potential in renewable energy in Kazakhstan, in particular hydropower, solar and wind. With only about a 1% contribution to the Kazakhstan energy balance, it is evident that this sector is virtually untapped. The government has created a plan for 2050, with a target for renewable energy to meet 3% of the total demand by 2020, and 30% by 2050.

Opportunities for UK companies include:

- project management services
- consultancy services in green energy, waste management, energy efficiency
- engineering and construction services for onshore wind, solar, biomass power
- innovative equipment supply for onshore wind, solar, biomass

Contact UKTI adviser Olga Protassova at: [Olga.Protassova@fco.gov.uk](mailto:Olga.Protassova@fco.gov.uk), for more information on opportunities in the green energy sector

*(Source – UKTI)*

## Education

Since the creation of the Presidential Scholarship Bolashak in 1993, more than 3,000 students have studied as part of undergraduate, postgraduate and doctoral programmes in the UK. Visit: [www.kazembassy.org.uk/en](http://www.kazembassy.org.uk/en)

The government is developing technical and vocational education. The shortage of local expertise in the oil and gas, and mineral resources sectors in Kazakhstan, has resulted in large numbers of expats being recruited.

Kasipkor was established in 2011 to develop world-class colleges in cooperation with international partners in Kazakhstan.

There is also the established network of 15 Nazarbayev Intellectual Secondary Schools (NIS). These schools deliver courses in 3 languages (Kazakh, Russian and English), use English language in senior classes, annually recruit teachers abroad, cooperate with Cambridge International Examinations on teacher and curriculum development, and cooperate with the Cambridge University Press on developing learning materials. Visit the website for more information at: [www.nis.edu.kz/en](http://www.nis.edu.kz/en)

There are education opportunities for:

- education resources
- vocational training
- accreditation of programmes
- English language training
- corporate training

Contact UKTI adviser, Larissa Glukhova at: [Larissa.Glukhova@fco.gov.uk](mailto:Larissa.Glukhova@fco.gov.uk) for more information on education and training opportunities.

*(Source – UKTI)*

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