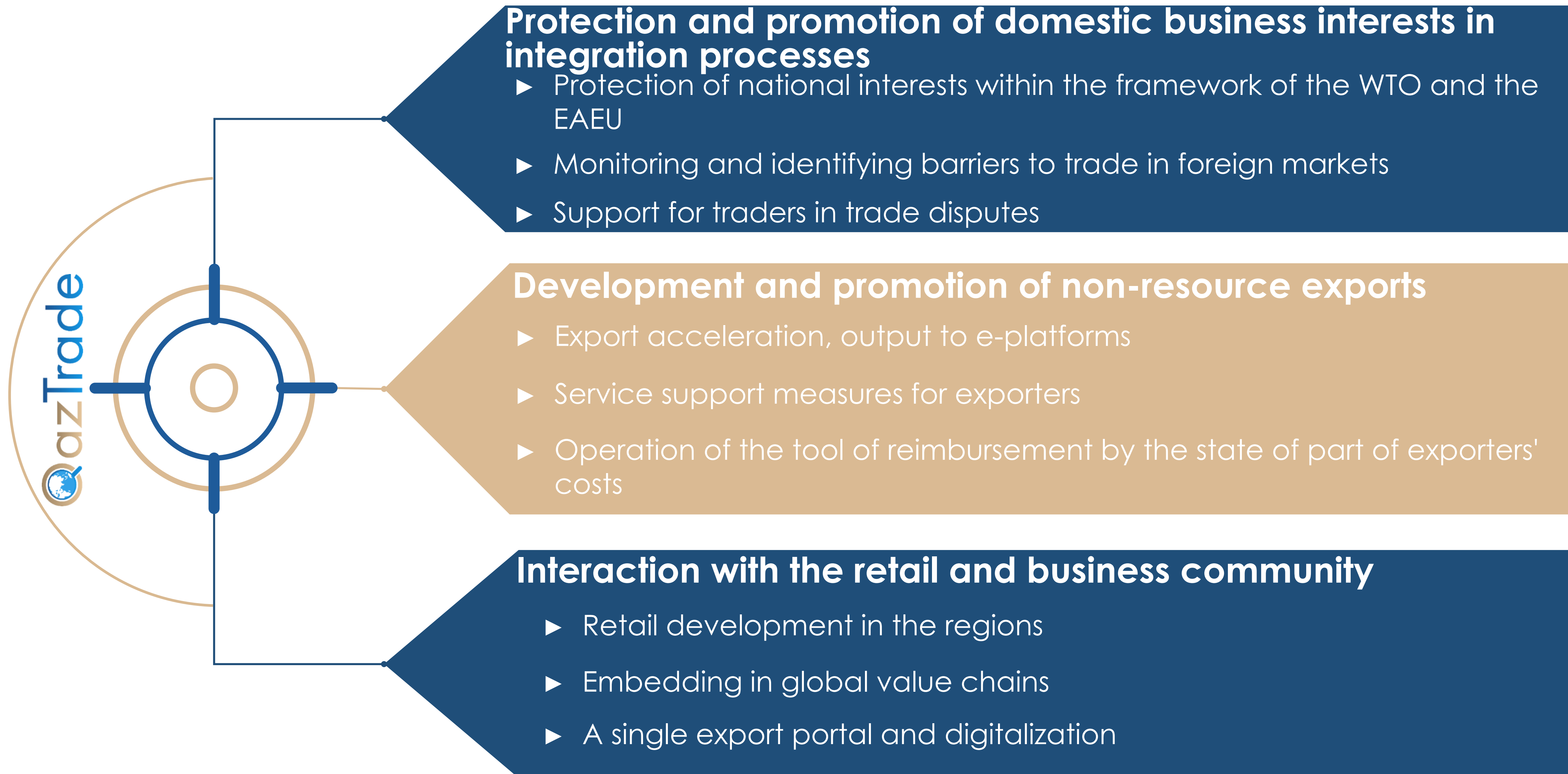




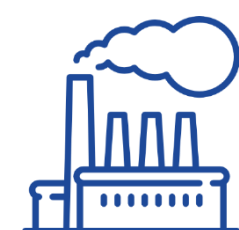
## PRIMARY TRADE HUB





# Support for exporters under a single window in 2022

Export orientated production



Consultations and analytics

**20** foresight analytics  
**800** processed requests  
**120** search for contractors

Export acceleration

**190** members  
**5** fields  
**6** target markets

Reimbursement of costs to exporters

**162** companies were reimbursed a total of **6** billion tenge in 2021

Entering e-platform

**70** gold supplier accounts

Service support

**7** trade and economic missions  
**1** national stands at CIEE Shanghai 2022

Financial support

**256** bln. tenge for credit and insurance support through the NMH "Baiterek"



Shipment of goods to target markets

export.gov.kz

## Business process from the production cycle to export contracts

### Export and logistic analytics

Providing Algorithms on Target Market | Determining the Regional Export Potential | Providing Optimal Logistics Routes | Industry Specific Analysis | Forecasting and determining the trend of foreign economic activity | Prompt consultation via telegram | Process support | Individual consultation | Identifying Barriers and Challenges | Providing information on the standards and quality of goods

### Export acceleration

Enterprise Diagnostics | Complete Consulting | Assistance and search for counterparties

### Service support

Participation in international exhibitions  
Organization of business missions | Training

### Entering e-platforms

50 «Gold Supplier» accounts on Alibaba

## Post export period

### Partial cost refund

Shipping refund  
Promotion refund

### Finance support

Insurance  
Lending

export.gov.kz Online provision of state support measures | Useful materials for exporters | Big Data Interactive Analytics | Customized exporter maps



# Export acceleration program

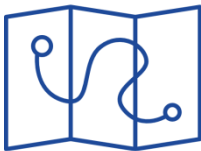


QAZTRADE  
ACCELERATOR

**Export acceleration:** The first unique program in Kazakhstan, helping promising non-resource businesses effectively enter export markets



Access to fast and effective **tools to promote** products on international markets







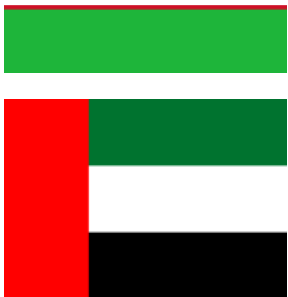




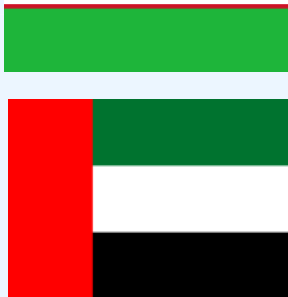


**An elaborate roadmap** for reaching target markets



Opportunity to **meet face-to-face with international experts** on target market entry



**Short list of potential partners and customers** in target markets

2020	2021	2022	2023	2024	2025
	    	     	<div>+2 industry</div> <div>+6 countries</div>	<div>+3 industry</div> <div>+9 countries</div>	<div>+4 industry</div> <div>+12 countries</div>
35 participants	+101 participants	+190 participants			

Food Industry



Light Industry



Machine industry



Chemical Industry



Export of services







**QazTrade** provides direct support for promoting beginners and experienced entrepreneurs on the Alibaba.com Internet platform, providing access to the international platform as a "Gold supplier", which increases the recognition of Kazakhstani products

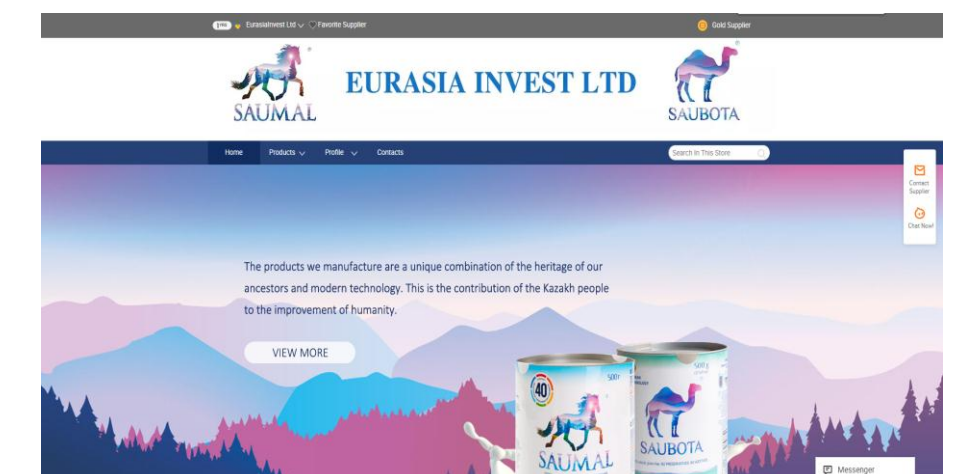
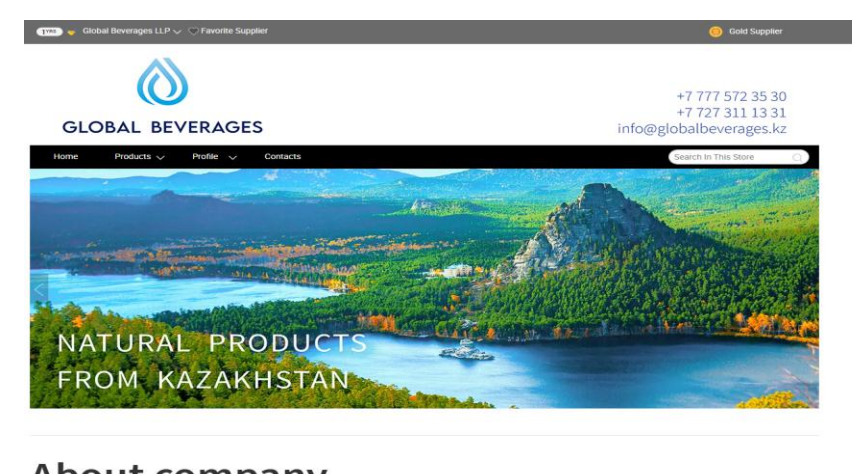
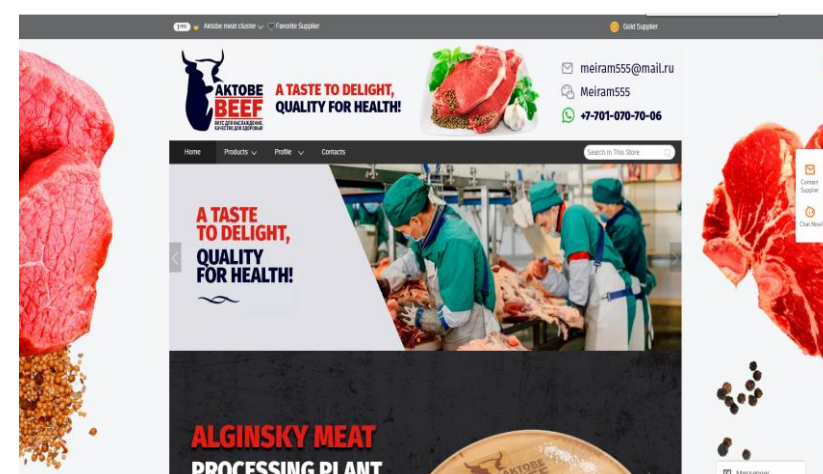
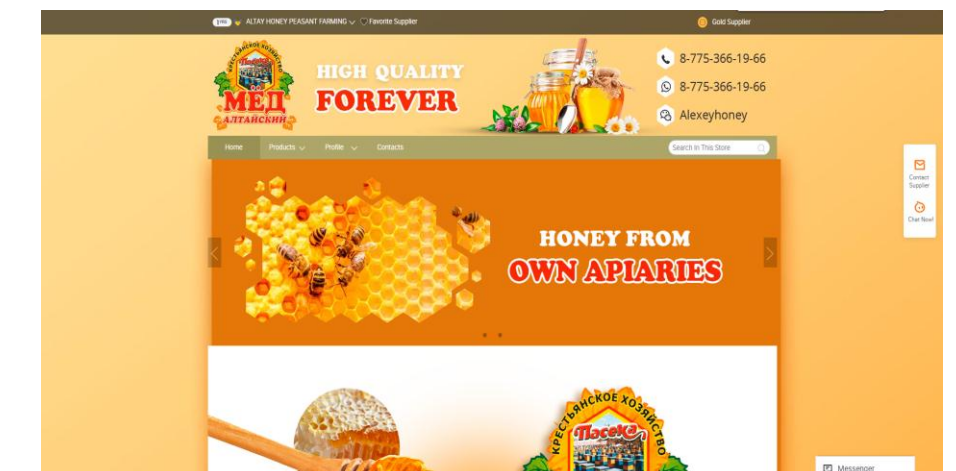
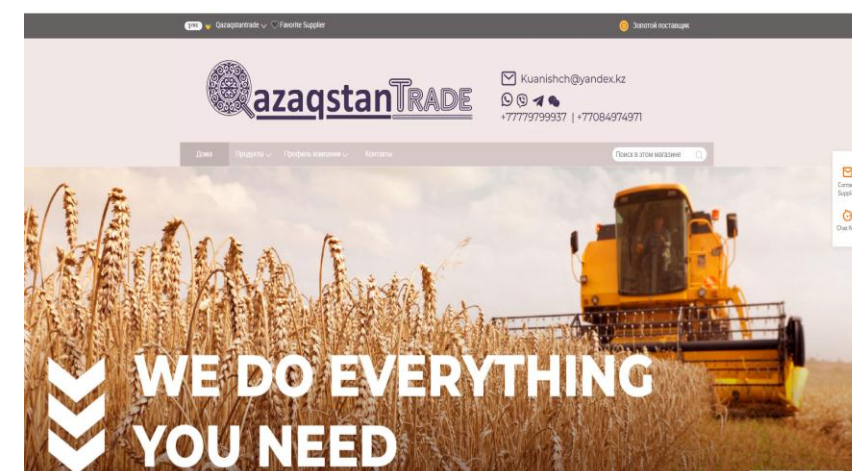


**Screenshots of Domestic manufacturers on Alibaba.com:**

**4 000** Products on the platform

**\$198,9** mln.  
sales amount

**>200**  
Companies



## Qualification requirements for companies



A legal entity (LLP/IB) operating for at least 6 months (from the date of its registration)



Domestic producer/trading company



Does not have a tax debt exceeding six times the MBR



Has digitized content for the site, as well as an employee who speaks English



PARTICIPATION IN FOREIGN EXHIBITIONS, FORUMS, FAIRS, COMPETITIONS, CONGRESSES

ADVERTISING OF GOODS AND SERVICES

MAINTENANCE OF BRANCHES, REPRESENTATIVE OFFICES, SALES AREA, WAREHOUSE AND SALES SHELVES

PROCEDURES FOR CONFIRMING THE CONFORMITY OF GOODS AND SERVICES TO REQUIREMENTS

SPECIALIZED CATALOG

REGISTRATION PROCEDURES

PERMISSION PROCEDURES

PASSING FOREIGN CERTIFICATION, ACCREDITATION

## WHO

### CAN GET A REIMBURSEMENT?

Enterprises producing domestic processed goods, agricultural production cooperatives and entities providing information and communication services

## WHERE

### CAN I SEE THE TERMS AND LIST OF DOCUMENTS?

Rules for reimbursement of part of the costs of subjects of industrial-innovative activities to promote domestic processed goods, as well as information and communication services

\* Order of the Acting Minister of Trade and Integration of dated August 1, 2022 No. 314

## HOW

### CAN YOU SUBMIT AN APPLICATION?

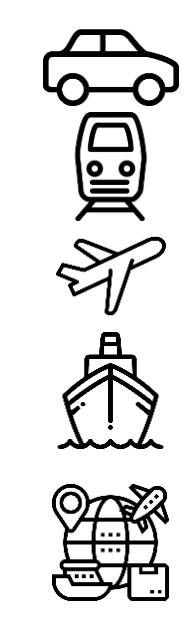
Online via the internet portal:  
[www.export.gov.kz](http://www.export.gov.kz)

## DELIVERY OF GOODS AND PAYMENT FOR TRANSPORTATION SERVICES

### REIMBURSEMENT AMOUNT:

**75 000 MCI**  
HISTORICAL PERIOD

not earlier than **12 months**  
before the date of application



AUTOMOBILE  
*(including own)*  
RAILWAY  
AIR  
SEA TRANSPORT  
ORGANISATION OF TRANSPORTATION

### FOR INDUSTRIAL AND INNOVATIVE ACTIVITIES THE AMOUNT OF REFUND IS INCREASED:

by **5%**  
with the involvement of domestic carriers

Reimbursed reasonable and documented costs associated with the delivery of goods, the costs of activities related to procedures to confirm compliance with the requirements established by technical regulations, standards, as well as the costs incurred in delivery to the testing point and back of test samples of products to undergo certification procedures as follows:

### GOODS:

UPPER, MIDDLE redistribution

**80%, 50%**  
FROM THE AMOUNT TO REIMBURSE

LIMITS OF REFUND OF PART OF THE COSTS FOR THE SPECIES SPECIFIED IN POINTS 1) – 8) П. 5 & ПП. 1) – 7) П. 6 CANNOT EXCEED

**13 000 MCI**

per one subject of industrial and innovative activity in the current financial year

### HISTORICAL PERIOD:

**32 months**

## ***“QazTrade” Center for Trade Policy Development” JSC***

📍 *Astana, Mangilik El 8/2*

☎ *+7 7172 76 88 05*

✉ *kense@qaztrade.org.kz*

🌐 *www.export.gov.kz*

📠 *Telegram: //t.me/exportgov*

