

**IKE**  
Italy  
Kazakhstan  
Eurasia  
Business-to-Business



# INVESTOR'S GUIDE



**SOCIO-ENTREPRENEURIAL  
CORPORATION «AKTOBE»**

AMBASCIATORE IN ITALIA REGIONE DI AKTOBE

**1<sup>st</sup>** PLACE IN DILUTED RESERVES OF TUNGSTEN, BORITE, ZINC

**2<sup>nd</sup>** PLACE BY LEAD AND CHROMITE SILVER RESERVES.

**3<sup>rd</sup>** PLACE IN COPPER RESERVES, FLUORITE.

**4<sup>th</sup>** PLACE IN MOLYBDENUM RESERVES

**6<sup>th</sup>** PLACE IN GOLD RESERVES

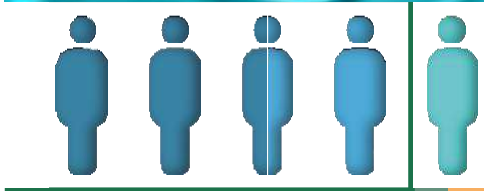


# Overview of the Republic of Kazakhstan

— National flag



— Emblem of Kazakhstan



**TERRITORY**  
2 725 000 km<sup>2</sup>

**POPULATION**  
18,9 mln people

the heart of Eurasia provides access to the markets with volume of **500 mln people**

**GDP**  
163,23 bln \$

**GDP per person**  
8 800 \$

**Average monthly salary**  
521 \$



VISA FREE REGIME WITH 65 COUNTRIES



11 FREE ECONOMIC ZONES AND OVER 20 INDUSTRIAL ZONES







## International Financial Center «ASTANA»

### AIFC in short information

Astana International Financial Centre (AIFC) plays a pivotal role in positioning itself as a global center for business and finance, connecting the best experience and the modern economies of financial centers from New York and London to Dubai, Hong Kong and Singapore .



#### Management Council includes:

Council Chairman President of the Republic of Kazakhstan  
Council Officer Prime Minister of the Republic of Kazakhstan  
Council Officer Minister of Finance of the Republic of Kazakhstan  
Council Officer Minister of National Economy of the Republic of Kazakhstan  
Council Officer Chairman of the National Bank of Kazakhstan  
Council Officer Managing director of the National Bank of Kazakhstan  
JACOB FRENKEL Chairman of J.P. Morgan Chase International  
BANDAR HAJJAR President of the Islamic Development Bank Group  
SIR SUMA CHAKRABARTI President of the European Bank for Reconstruction and Development  
HERMAN GREF CEO and Chairman of the Executive Board of the Sberbank of Russia

Financial hub for Central Asia, Eurasian Economic Union, Middle East, Western China, Mongolia and Europe

MAIN PROPERTYS WHICH IS IN CREATING AN ENABLING ENVIRONMENT AND SUCCESSFULLY ESTABLISHING AIFC CENTER AS THE MAIN FINANCIAL CENTRE IN THE REGION



The best legal system



Independent regulation



The Stock Exchange



Green finance infrastructure



Favorable conditions



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# STRATEGIC DIRECTION OF DEVELOPMENT

The positioning of Nur-Sultan as the main financial centre in the region will be achieved through the following five strategic directions:

## CAPITAL MARKET:



Creating an alternative to the banking sector by creating a liquid and balanced capital markets

## GREEN FINANCE



Green Development of finance, providing the necessary facilities and infrastructure, fostering a transition to a green economy and sustainable development

## ISLAMIC FINANCE



Establishment of regional Islamic finance market with the support from local and international traditional Islamic banks

## FINANCE TECHNOLOGY



Support and creation of favorable conditions for implementation and development of a new class of financial technologies for the purpose of optimization processes and costs decreases

## ASSET MANAGEMENT



Asset management of private and public foundations with localized international funds

Strategy of Development of AIFC was established by Management Council of AIFC on 26th of may 2016. For more information please check the website [www.aifc.kz](http://www.aifc.kz)



**SOCIO- ENTREPRENEURIAL  
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# AKTOBE REGION



SOCIO-ENTREPRENEURIAL  
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## Governor of Aktobe Region

Welcome speech!

Ladies and Gentlemen!

Aktobe region - as an economically and culturally significant region, a major transport and transit hub, an area with significant reserves of natural resources is in a favorable position.

Social and economic development of Aktobe region is characterized by stable and dynamic economy of real sector and labor market, and fully corresponds to the strategic guidelines of the Head of State.

The economy of Aktobe region is one of the most dynamically developing in the Republic of Kazakhstan. The domestic market in recent years is characterized by positive dynamics - high growth rates of industries, large-scale investments, technological modernization of production.

Aktobe Region creates all conditions for the region's investment climate to attract significant funds. Stimulation of investments is one of the key tasks of economic development in the region. Using these opportunities, the Oblast strives to improve its competitiveness by attracting investments in the development of high value-added industries.

Our task is to use our competitive advantages to turn them into economic and social successes. We are open to business partners who want to start their own business in our region.

*Governor of Aktobe Region*  
**Ondasyn Urazalin**



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## «SEC «Aktobe» JSC

«Aktobe Socio-Entrepreneurial Corporation» JSC is a development institute, a bridge between state resources and business.

It is an operator of the «single window» principle for domestic and foreign entrepreneurs and investors: from attraction of investments to support of the finished project.

It is an operator of the «single window» principle for domestic and foreign entrepreneurs and investors:



Business support and development



Implementation projects of educational, health care, cultural and tourist orientation.



from attraction of investments to support of the finished project.



Front-office for all types of services



Administrative assistance for entrepreneurs and investors



Administrative support for entrepreneurs and investors

### The Chairman of the Board –

● Tleuzhan Tleshev



SEC Aktobe JSC in cooperation with the Akimat of Aktobe region is ready to assist investors at all stages of the project: from the idea to the red ribbon

We see our region as modern, dynamic and comfortable for life, work and rest city!

**We invite you to invest in our region!**



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# Aktobe region in numbers



300 600 km<sup>2</sup>

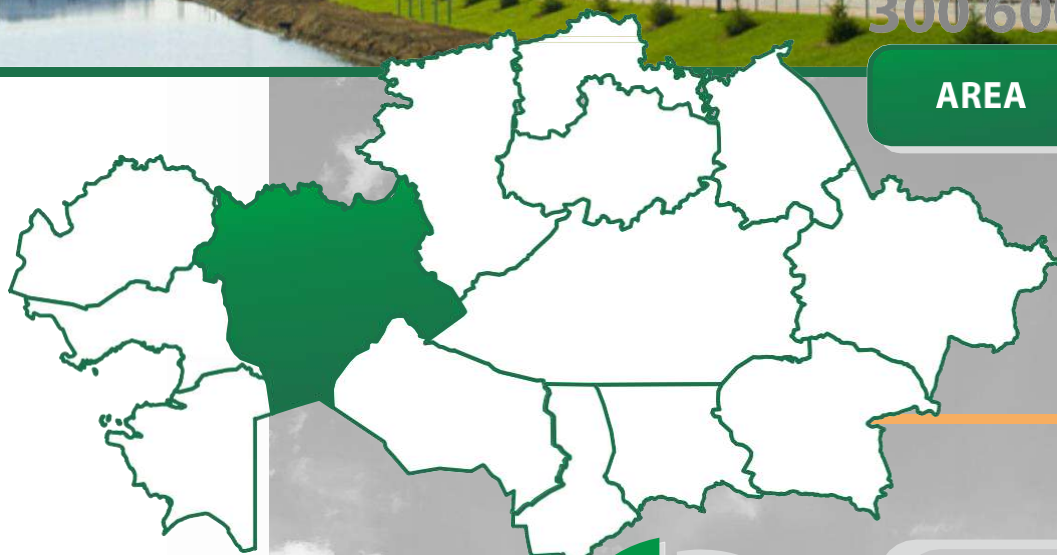
895  
thousand ppl

1,3 bln \$

AREA

TOTAL  
POPULATION

GRP



3 610 \$

470 \$

437,3  
thousand ppl

GRP PER  
PERSON

AVERAGE  
MONTHLY  
SALARY

EMPLOYED  
POPULATION

INDUSTRY  
MINING INDUSTRY

20%

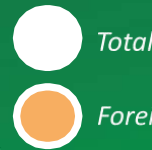
15%  
MANUFACTURING  
INDUSTRY

## INVESTMENTS

1,5 bln. \$      341 mln. \$      2020

1,4 bln. \$      511 mln. \$      2019

1,2 bln. \$      369 mln. \$      2018



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# ADVANTAGES OF THE REGION

## MARKETS AND TRANSPORT LOGISTICS

Unique geographic location at the intersection of aviation, rail, highway and near the Caspian Sea, through most of Kazakhstan regions and regions of Central Asia, is connected with European regions

## MINERAL RESOURCES

Gold, silver, cobalt, potassium salts, asbestos, kaolin, glass and color stone raw materials, natural facing materials, oil bituminous rocks, various resources for production building materials, mineral water and much more hidden in the depths of Aktobe region

## DYNAMICAL GROWING ECONOMY

In recent years an impressive growth of the gross regional product has been achieved in Aktobe region. Since 2000, GRP has grown in 14.7 times, and in recalculation per capita 11.9 times and amounted to 6.0 thousand US dollars, which is comparable with the level of some EU countries. In 2019 GRP amounted to 3.4 billion tenge, the share of GRP in the volume of the country was 4.4%.

## COST OF RESOURCES

Energy resources: the maximum supply capacity is 4.3 billion kWh.  
Gas supply: the problem of providing the region's own resources has been completely solved.  
Water supply: the maximum water supply capacity is 11.2 million cubic meters.

## SOCIAL INDICATORS AND DEMOGRAPHIC POTENTIAL

The average monthly nominal wage is 168 thousand tenge.  
Economically active population of the region - 523.5 thousand people.  
In four universities and 42 colleges conduct training in 123 specialties.

## FOREIGN ECONOMIC ACTIVITY

There are 900 joint and foreign enterprises, 261 of them are jointly with the Russia. Foreign economic activity within the framework of the EAEU (EurAsian Economic Union) has shown that one of the most promising areas is the use of interregional potential.



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# INDUSTRIAL ZONE «AKTOBE»



Territory is 200 hectares (5km away from the city center)  
along the international highway «Western Europe-Western China»  
(85km away from Russian Federation borders)

## Advantages of Industrial Zone «Aktobe»

- Finished ready-to-use industrial infrastructure;
- Convenient transport logistics;
- Provision of free of charge land plots for 4 years, with subsequent after lease for 49 years, with the right to buy the land plot at cadastral value;
- Support of projects on the principle of «one stop shop» through the service of Front-offices;
- Rental services of offices in an industrial park area.



**4500 m<sup>3</sup> per day**  
Water supply **293 tenge /m<sup>3</sup>**



**Sewerage**  
**291 тг./m<sup>3</sup>**



**20 000 m<sup>3</sup> per hour**  
Gas supply **13,8 тг./m<sup>3</sup>**



**Internet**



**2 x 63МВт**  
**13,5 тг./кВт**



**Ж/Д 4908 м**  
**Motorway 10.5 km**



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# INDUSTRIAL ZONE «AKTOBE»



## PRIORITY AREAS OF THE BUSINESS ROAD MAP



## STATE SUPPORT MEASURES THROUGH

Investing contracts through MFA of the Republic of Kazakhstan



**Chemicals for industry**



**Electronic Equipment**



**Manufacture of spare parts**



**Waste management**



**Agro chemistry**



**Manufacture of production equipment**



**Metalworking**



**Manufacture of equipment from iron and steel industry**



**Light Industry and Manufacturing**



**Manufacture of building materials**



**Manufacture of agricultural machinery**



**Manufacture of automotive equipment**



**Warehouses**



**Agriculture**



**Innovation**



**Manufacture of non-ferrous metals**



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# SPECIAL INDUSTRIAL ZONE «AKTOBE-GOSB»

## PRIVATE INDUSTRIAL ZONE MANAGED BY A FOREIGN MANAGEMENT COMPANY



Total area: 450 ha  
Annual import volume: \$3.5 bln.

Number of jobs: more than 20 ths.  
Annual exports: more than \$9 bln.



### Benefits of transferring GOSB model to Kazakhstan



- ✓ The first organized industrial zone in Aktobe, financed by its investors without borrowed funds
- ✓ Introduction of international design, construction and management standards



- ✓ Creation of new 15,000 jobs
- ✓ Enhancement of export potential
- ✓ Direct transfer of finished new productions



- ✓ Total amount of investment is \$ 4.5 bln
- ✓ Tax proceeds to the republican and local budgets

GOSB was established in 1986 to improve the industry in the Gebze region. GOSB has become a well-known brand in Turkey and all over the world over the past 30 years.

- No. 1 industrial zone in Turkey in terms of production volumes
- No.3 industrial zone in Europe in terms of production volumes
- Total volume exports 9 billion \$
- Total volume imports 3,5 billion \$



Mechanical engineering  
Automobile industry



IT industry  
Electronics industry



Food industry  
Polymers



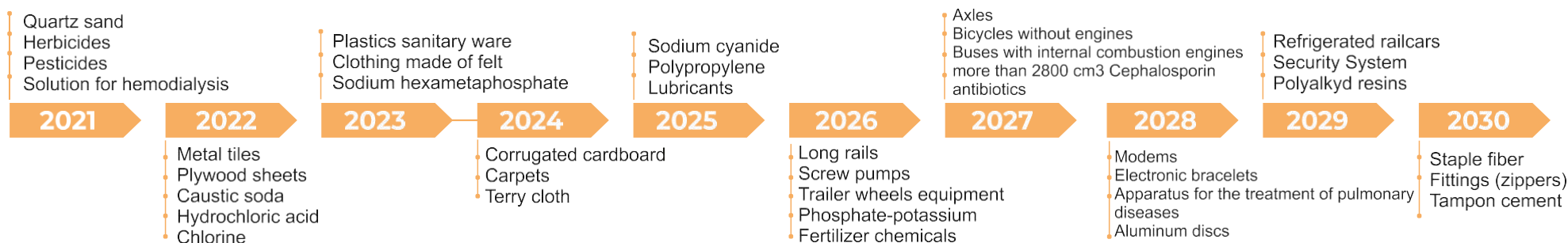
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# SPECIAL INDUSTRIAL ZONE «AKTOBE-GOSB»



## New goods in the period of SIZ establishment



## Infrastructure



### RAILWAY CONTROL

Construction of access railway track from Akgobe-2 Gruzovaya station, 4 km. - 2 bln rd.tg.



### CANALIZATION

From KNS Batye - 2,8 km. - 300 mln.tg.



### GAS SUPPLY

From gas pipeline D530 and D1220 - 400 million tg. required capacity of 22.5 m \* h The consumption of gas will be produced in stages.



### ELECTRICITY

Construction of high-voltage line 220 kV "Ulke- Gebze", 50 km. - 6 mlrd.tg. (incl. V/1 2 mlrd.tg., PS 4 bln.tg.)



### WATER

From the pumping station of the 2nd lifting of Tamdinskiy water intake, 3,5 km. -150 mln.tg.



### TRAFFIC ROAD

It is supposed to build a road with a total length of not less than 5 km.



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# INTERNATIONAL INVESTMENT FORUM «AKTOBE INVEST»



Over **5000** participants  
from 27 countries



- *The main of the Forum is to stimulate the flow of domestic and foreign investments into the economy of the Aktobe region.*

OVER  
40 MEMORANDUMS  
HAVE BEEN SIGNED  
FOR THE AMOUNT  
OF 576 MLD. TENGE



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# 5 reasons to



invest  
in Aktobe  
Region



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REASON

#1

LOTS OF EXPORT OPPORTUNITIES



# MARKETS

**12** cities with a population of millions in **RUSSIA** (duty-free market)

**EURASIAN ECONOMIC UNION**

**182 mln. people**  
(free movement of goods, services, capital and labor)

**2000 km**

- MOSCOW
- NIZHNY
- NOVGOROD
- OMSK
- ROSTOV-NA-DONU
- VORONEZH
- YEKATERINBURG
- KAZAN
- SAMARA
- UFA
- VOLGOROD
- PERM
- CHELYABINSK
- AKTOBE
- TASHKENT
- BISHKEK
- KRASNODAR

WESTERN EUROPE

RUSSIAN FEDERATION

2 000 km

1 000 km

Aktobe

In a radius of **1000 km** - over **30mln. people**.  
Tens of industrial regions

CAUCASUS

Access to the Caucasus and the Middle East via the **port of Aktau**

MIDDLE EAST

CHINA

Access to the China and Western Europe markets by **"Western Europe - Western China"** transit corridor

**2000 km**

- NUR-SULTAN
- KARAGANDA
- SHYMKENT
- TARAZ
- KOKSHETAU
- PAVLODA
- URALSK
- KOSTANAY
- ATYRAU
- AKTAU
- KYZYLORDA
- AKTOBE



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REASON

#2

CONVENIENCE OF REGION  
GEOGRAPHICAL LOCATION



# LOGISTICS

Annual growth of transit  
container trains in directions  
«Europe - Russia - Kazakhstan -  
Central Asia - China»

- - - ● TRACECA railway route
- - - ● «North – South» railway route
- - - ● Central Trans Asian railway route (TAKM)
- - - ● «Chunsin - Duisburg» railway route



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Transit of goods in directions  
"West Kazakhstan region - other regions of Kazakhstan"

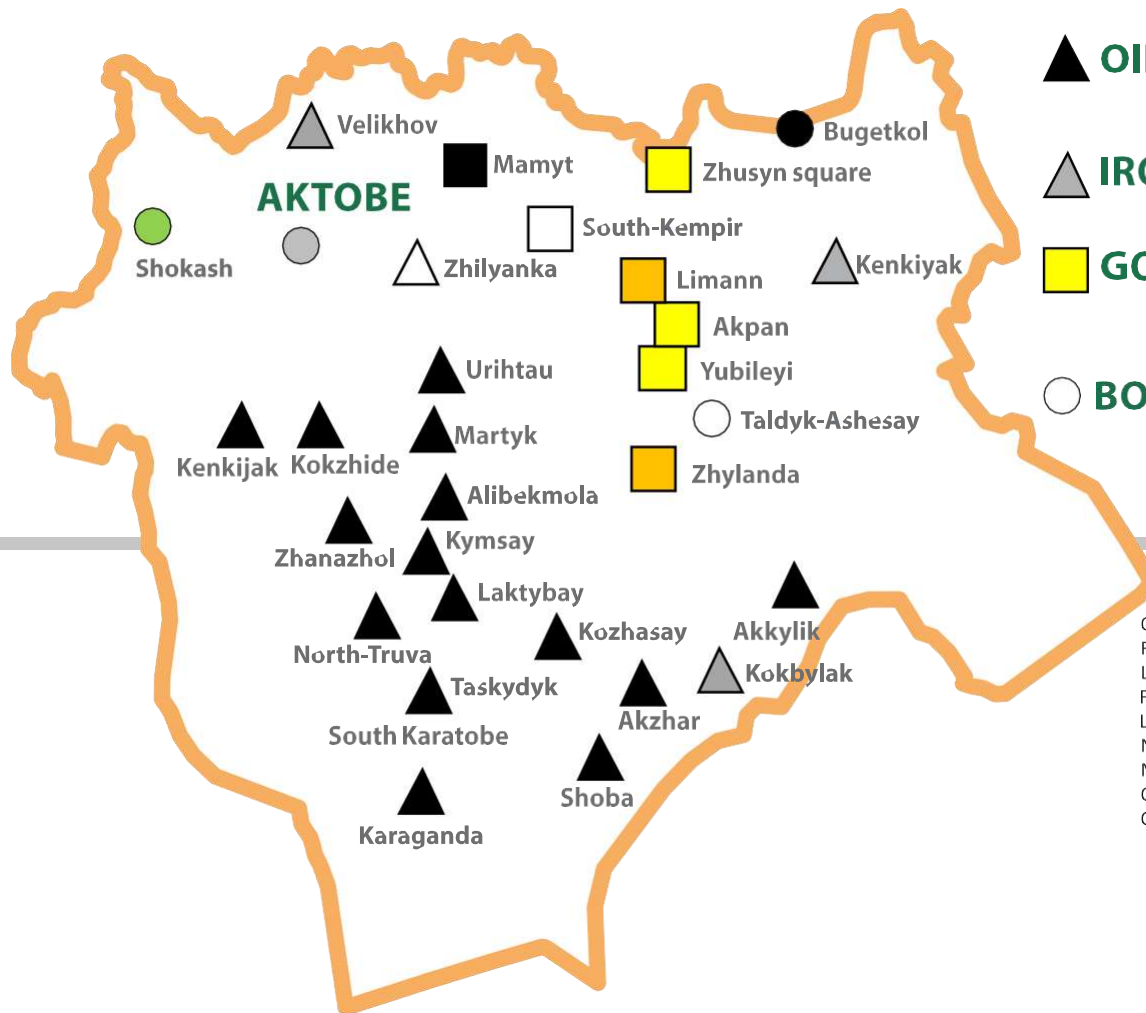
REASON

#3

# REGIONAL INDUSTRIAL AND HUMAN CAPITAL



## INDUSTRIAL POTENTIAL



- ▲ OIL
- ▲ IRON ORE
- GOLD-RICH ORE
- BOXITS
- FERROCHROM
- △ CAINE SALL
- CORNER
- Hromium
- COPPER ORE
- TITAN

### RAW BASE

Oil - 1 170.0 million tons. (7.69% for Kazakhstan);  
 Free gas - 120.0 billion m3. (7.1% for RK);  
 Lignite - 1,330 million tons (7.69% RK);  
 Free gas - 120.0 bcm (7.1% RK);  
 Lignite - 1,330 million tons;  
 Nickel - 53 million tonnes of ore;  
 Marble - 8.0 mln. cubic meters;  
 Copper ores - 89.0 million tonnes of ore;  
 Chromites - 250.0 million tons;

Phosphorites - 896.0 million tons;  
 Sand-gravel mixture - 130.4 million cubic meters;  
 Brick clays - 25 million cubic meters;  
 Gypsum - 23.5 million tons;  
 Limestone per lime - 35 million cubic meters;  
 Sand-gravel mixture - 130.4 million cubic meters;  
 Brick clays - 25 million cubic meters;  
 Gypsum - 23.5 million tons;  
 Limestone per lime - 35 million cubic meters.



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## HUMAN CAPITAL

470\$

AVERAGE SALARY

4.8%

UNEMPLOYMENT RATE

4

UNIVERSITY

42

COLLEDGES

90%

LITERACY STATE



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REASON

#4

AFFORDABLE  
PRICE OF UTILITIES



## UTILITY SERVICES

• **16,4 KZT**

POWER SUPPLY FOR 1 KBTЧ

• **75,9 KZT**

WATER SUPPLY PER 1 CUBIC METER

• **13,8 KZT**

GAS PER 1 CUBIC METER



One of the  
lowest services  
in the country



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# REASON

# #5

# REGIONAL INVESTMENT CLIMATE

## THERE IS A REGIONAL COUNCIL FOR ATTRACTING INVESTORS AND IMPROVING THE INVESTMENT CLIMATE IN THE REGION



The council's goal is to create a favorable investment climate, implement the state policy in investment activity sphere.



The council has been functioning since 2016, 6 councils have been held, with the direct participation of Akim of Aktyobe region any investor can tell about their problems and difficulties that investors face



3RD PLACE FOR EASE OF DOING BUSINESS IN THE COUNTRY

### ALSO, THE REGION HAS:



ANTIKOR

QAZAQSTAN RESPUBLIKASYNYŇ QYBALAS JEMQORLYQQA QAPRY-ISOPTIL AGENTTIGI



PROTECTING BUSINESS AND INVESTMENTS

PROTECTING BUSINESS AND INVESTMENT - A PROJECT TO PROTECT THE INTERESTS OF INVESTORS



ANTI-CORRUPTION PROJECT OFFICE



SOCIO- ENTREPRENEURIAL CORPORATION «AKTOBE»



# 32 100%

INVESTORS HAVE SIGNED AGREEMENTS ON ANTI-CORRUPTION SUPPORT  
SUPPORT OF APPEALS ARE DECIDED IN FAVOR OF INVESTORS

# 100%

CORRUPTION RISKS IN DEALING WITH INVESTORS HAVE BEEN ELIMINATED

# PROTECT OF INVESTMENTS

The AIFC Court seeks to establish and develop a fully independent common law judicial system for the expeditious resolution of civil and commercial disputes characterized by reliability, fairness and accessibility, unconditional application of the rule of law, and flexibility that is responsive to the needs of global business markets.



**THE LORD WOOLF -  
CHIEF JUSTICE**



**THE LORD  
MANCE**



**THE LORD  
FAULKS QC**



**SIR STEPHEN  
RICHARDS**



**ANDREW SPINK QC**



**PATRICIA  
EDWARDS**



The Rt. Hon. The **Lord Woolf** is one of the most influential judges in British history and a leading global figure in law, general justice and dispute resolution

**CHARLES  
BANNER  
QC**



**MR. ALAN  
MACLEAN  
QC**



**THOMAS  
MONTAGU -  
SMITH QC**



**SIR RUPERT  
JACKSON**



**SIR ROBIN  
JACOB**



**SIR JACK  
BEATSON  
FBA**



● **EXCLUSIVITY**

The first common law commercial court in the region

● **INDEPENDENCE**

The AIFC Court - an independent judicial body

● **ACCESSIBILITY**

The AIFC Court considers disputes not only between AIFC participants, but also between any individuals and legal entities with the consent of the parties.

● **FLEXIBILITY**

The AIFC acts and rules on the AIFC Court are based on the principles and rules of English common law.

● **BEST PRACTICAL EXPERIENCE**

AIFC judges have extensive experience in resolving commercial disputes and civil disputes in common law jurisdictions.

● **E-JUSTICE**

An electronic filing system that allows parties to file claims electronically from anywhere in the world

**ENFORCEMENT**

The AIFC Court has established a robust enforcement system to enforce Orders and Judgments of the AIFC Court, including IAC Arbitration awards as Orders of the AIFC Court, in the territory of Kazakhstan. This comprises step-by-step procedures direct with local enforcement authorities without involvement of the local courts.

For more information please check the website [AIFC-court.kz](http://AIFC-court.kz)



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# SUCCESS STORIES OF THE BIGGEST COMPANIES IN THE REGION



**CNPC**  **CNPC**

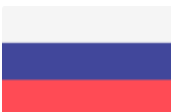
Chinese national Petroleum Company operates in Aktobe region for over 20 years. CNPC invested in Aktobe region with total amount of \$ 9.1 billion. Today, CNPC is one and largest oil and gas companies Kazakhstan.



**SINOPEC**



Kazakhstan Aktobe LLP (Participants Parity companies are national company «KazMunayGas» and Caspian Investments Resources Ltd (Sinopec) since 1999, has been developing oil and gas condensate fields «Alibekmola» and «Kozhasay» in Aktobe region.



**PMK**



Russian Copper Company in 2006 began the development of copper-zinc ores in field «50 years of October», «PrioReKre» and built enrichment factories No. 1 and No. 2, with a total capacity of 5.0 million tons of ore per year and total investment of \$ 660 million



**YILDIRIM GROUP**



**YILDIRIM Group** has been operating since 2006. Main activity: mining and processing of chrome ores and production of chromium concentrate. It has implemented an investment project for construction of a mining and processing plant at «Voskhod» deposit field, worth of 250 million dollars and location in the mining region - Khromtau.



**KNOC**



Korean National Petroleum Corporation (KHHK) started operations in the Aktobe region in 2006 after a successful oil testing from the first two exploratory well structure Pinnacle. Total investment - \$ 280 million



**ENI, General Electric**



Italian company Eni and American General Electric build the largest wind farm in Kazakhstan, with a capacity of almost 48 MW. Annual Supply of 198 gigawatt-hours of electricity to the region from renewable sources (RES). total amount of Investment is \$ 100 million



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# STATE SUPPORT OF THE INVESTMENT PROJECTS



## INVESTING CONTRACTS

### 1st preference package Terms of receipt

Compliance with  
the priority activity

#### Natural grants

Land plots, buildings and structures, machinery and equipment in ownership, etc.



#### Tax exemptions

VAT on raw material and other equipment import - 0%



#### Exemption from customs duties

Customs duty 0% to 5 years for imports:  
- technological equipment and its components;  
- spare parts, raw materials and supplies



### 2nd preference package Terms of receipt

Compliance with  
the priority activity

At creation of new productions -  
volume of investments not less than  
**2 million MRIs**  
Expanded and upgraded, at least  
**5 million SSFs**

Participation of the state/quasi-state  
sector entity as a  
founder/shareholder - not more than  
**26%**, participation not more than  
**5 years** from the date of registration  
of the investment contract.

1st preference  
package excluding  
VAT on imports



#### Tax exemptions

**Corporate income tax**  
(up to 10 years, up to 3  
years for expansion and  
renewal)

**Land tax**  
(up to 10 years )

**Property tax**  
(up to 8 years )

0%

#### Recruitment of Foreign Labour Force (FLF)

Hiring FLF outside the quota and  
without a permit for a period of  
one year after commissioning,  
both for the owner of the priority  
project and for the contractors.



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# STATE SUPPORT OF THE INVESTMENT PROJECTS



## Strategic investment agreement

### Terms of receipt

Volume of investments not less than \$51 mln (7,5 mln MCI)

Agreement with the Government (support instruments established individually)

Compatibility with priority sectors of the economy: pharmaceuticals, agriculture, food production, medical products, etc.

### Natural grants

Land plots, buildings and structures, machinery and equipment in ownership, etc.



### Tax exemptions

VAT on raw material and other equipment import - 0%



### Exemption from customs duties

Customs duty 0% to 5 years for imports:  
- technological equipment and its components;  
- spare parts, raw materials and supplies



## Tax vacations

Tax reduction

Reimbursement of construction and installation costs

Reimbursement of expense for purchase of equipment

**20%**

Stability of legislation for **25 years**, with a special focus on tax and labor regulations



SOCIO- ENTREPRENEURIAL CORPORATION «AKTOBE»



## AMBASCIATORE IN ITALIA REGIONE DI AKTOBE



### **INTERNATIONAL TRADE COMPANY SRL**

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