

Why should Italian business go to Kazakhstan?

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Eni, the first Italian company that began its operations in Kazakhstan – today the largest strategic partner in the exploration and production of mineral resources – has been operating in the country since 1992. Its successful experience and the political neutrality of the largest country in Central Asia have become a point of attraction for investments, ideas and specialists from all over the world, including Europe. What are the positive aspects of business development in Kazakhstan? We can highlight several main aspects that are important for any direction.

The first and most important is geopolitical favorability, because thanks to the position of President Kasym-Jomart Tokayev, Kazakhstan adheres to the position of non-interference in the situation in the region. Coupled with the barrier-free space of the Eurasian Economic Union (EurAsEC), which implies a relaxed customs control regime on its territory, the country becomes an attractive destination for trade, including export trade.

Second, it has transparent and clear laws that are easily harmonized with European law. Kazakhstan's legal regime protects private property, trade secrets, contractual rights of the parties, ensures transparency of control by legal structures, fast and fair judicial decisions in disputable situations.

Third – a stable banking system with access to mobile applications, swift and interbank transfers. The official currency of Kazakhstan is tenge which is freely convertible into euros and dollars with a balanced market rate. The Tenge is backed by gold and foreign exchange reserves and foreign trade balance. Stability and reliability of retail banks' work inside the country, their relations with foreign and international financial



organizations are guaranteed by the National Bank of the Republic of Kazakhstan.

Fourth – comfortable and clear taxation system with two regimes: simplified (three percent of turnover) and general taxation (20 percent of profit). The VAT rate is 12 percent.

There are 14 special economic zones of different orientation in the country, offering participants various benefits and tax vacations.

Fifth, access to a well-developed and relatively inexpensive labor market. In Kazakhstan, more than a quarter of the adult population has higher education, many of them speak foreign languages, while the minimum wage is 85 thousand tenge (approximately 170 euros) and the average wage is 393 thousand tenge (790 euros) according to the data of the statistical agency of the republic for the VI quarter of 2023. The country has a relatively simple process of attracting and legalizing qualified foreign specialists, allowing them to stay in the country long enough to solve business problems.

Sixth – relatively free markets. To date, the main direction of Kazakhstan's economy has been raw material exports. At the same time, the state imports equipment for exploration and extraction of minerals, heavy machinery and automotive industry, food industry, clothes and footwear, medicines, goods for children and home and many other things. There is a constant high demand for products of Italian manufacturers, traditionally known for high quality, unique design and reasonable price.

The seventh is the unique nature of Kazakhstan, where one can find all kinds of landscape – from steppes and deserts to mountain lakes and canyons. The only thing the country is deprived of is direct access to the World Ocean. But this is more than compensated by the views of the Caspian Sea, Lake Balkhash, and numerous rivers. Pine forests, rocks, diversity of fauna and untouched landscapes make it possible to organize unforgettable corporate events and creative advertising campaigns.