

15 years of Partnering in Business with Germany with Kazakhstan

Kazakhstan is a promising growth market in Central Asia. German companies are therefore increasingly keen to benefit from the region's growth potential and are using Kazakhstan as an entry market into the region. The fifth German-Kazakh steering committee took place in the capital Astana on 19 August to mark the 15th anniversary of the *Partnering in Business with Germany* programme with the Republic of Kazakhstan.



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Kazakh Vice Minister of National Economy Bauyrzhan Kudaibergenov emphasised that the Kazakh economy, which is still heavily dependent on export revenues from oil and metals, needs to be diversified and decarbonised in the medium term. The expansion of the manufacturing industry will create new economic pillars. Gerlind Heckmann, Deputy Director-General for Promotion and Financing of Foreign Trade and Investment; Ukraine – Eastern Europe, Caucasus, Central Asia at the Federal Ministry for Economic Affairs and Climate Action, said: “It is gratifying that our *Partnering in Business with Germany* programme supports German SMEs as they seek to find partners for cooperation and gain a foothold in the Kazakh market, while at the same time making a concrete contribution to the Kazakh government's goals of diversifying, modernising and internationalising the country's economy.”

Thanks to *Partnering in Business with Germany*, many successful partnerships have been established over the last 15 years. The aim is to build on this further. A positive development can be observed, and has especially been the case among the participating companies during the last two years.

Both sides emphasised their strong interest in continuing the programme – even at the level of the number of participants achieved so far. German-Kazakh economic relations have good potential, particularly in the agricultural sector (smart farming), food industry,

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processing industry, green economy (including the circular economy and environmental technologies) and in the energy sector (including renewable energy sources). *Partnering in Business with Germany* can make a substantial contribution to further exploring these opportunities.



From left to right: Ullrich Kinne (German Embassy in Kazakhstan), Gerlind Heckmann (BMWK), Bauyrzhan Kudaibergenov (Kazakh Ministry of National Economy), Timur Nakhimbekov (Atameken) ©GIZ/Altay Chultukov

The focus of the anniversary event was on presentations by former programme participants. They affirmed that participating in the programme had expanded their entrepreneurial horizons and given them the opportunity to experience “business in Germany from the inside”. Biogas entrepreneur Mayramgul Kozhabayeva said: “Participating in *Partnering in Business with Germany* opened a door to working with German manufacturers for me”. She also said that she was able to start working with the large German company group *mele* from Mecklenburg-Western Pomerania, on the construction of a biogas plant for processing biomass.

Ainur Abdina, the managing director of the Kazakh branch of the customs agency C. Spaarmann, was one of the first graduates of the programme in 2008. It gave her the opportunity to establish contacts with the family-owned company Goldbeck Solar in Baden-Württemberg, which later invested in the 100-megawatt Saran solar park. C. Spaarmann Kazakhstan was involved in importing materials for four Kazakh solar parks. Abdina’s company is still benefiting from its participation in the programme today, and has built long-term business relationships with German companies such as Linde Gas, Viessmann, Knorr-Bremse AG and Stork.

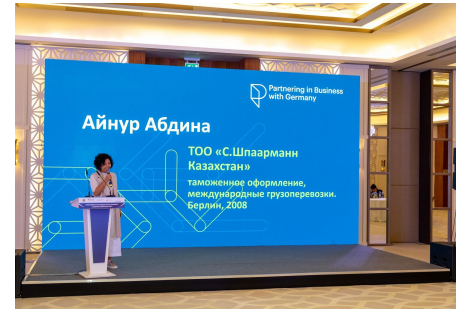


Rustem Omarov, Director of Agro-Parasat LLP ©GIZ/Altay Chultukov

Rustem Omarov, Director of the large Kazakh agricultural company Agro-Parasat LLP, also reported on his successful cooperation with the Thuringian company PETKUS Technologie GmbH following his participation in the programme in 2023. PETKUS is supplying grain cleaning systems to northern Kazakhstan. The required equipment has already arrived and the construction of a silo is underway, he said.

The anniversary celebration showed how the foreign trade and investment promotion instrument *Partnering in Business with Germany* has developed over the years. The cooperation results achieved have become visible, which will make it easier to find suitable applicants in the future.

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'Partnering in Business with Germany' is an instrument to promote foreign trade and investment by the



'Partnering in Business with Germany' is implemented on behalf of the Federal Ministry for Economic Affairs and Climate Action by

