

London Business Matters

The Official Publication of London Chamber of Commerce and Industry

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Overseas business opportunities

Croatia

Manufacturer of alcoholic and non-alcoholic beverages is looking for a UK distributor for their products, and also offers distribution services for UK companies in Croatia.
Contact: c/o Ms. Jelena Ravlic, Croatian Chamber of Economy, Rooseveltov Trg 2, 1000 Zagreb, Croatia. T: +385 145 615 26, F: +385 148 263 52, E: jrvavic@hkg.hr, W: www.hkg.hr

Turkey

Manufacturer of solar energy systems and installations for domestic and commercial use is looking for agents, and also offers subcontracting services for UK firms.
Contact: c/o Mr. Oruc Yilmaz, ABM Ankara, Cevat Dundar Caddesi 156, 06370 Ankara, Turkey. T: +90 312 592 84 27, F: +90 312 354 54 85, E: oruc.yilmaz@kosgeb.gov.tr, W: www.abmankara.org.tr

Belgium

Provider of lighting and illumination services for public buildings and facilities is looking for a joint-venture with a UK company for an architectural project.
Contact: c/o Mr. Marc Dehareng, Bureau Economique De La Province De Namur, Avenue Sergeant Vriethoff 2, 5000 Namur, Belgium. T: +32 8171 7144, F: +32 8171 7144, E: mdh@bep.be, W: www.bepenterprises.be

Armenia

Manufacturer of laboratory equipment including glassware, measuring systems and fluids is seeking joint-venture opportunities with a UK firm. It also offers distribution services for UK companies seeking to enter the Armenian market.
Contact: c/o Ms. Gohar Gabrielyan, National Centre of Small and Medium Entrepreneurship Development, Mher Mkrtchyan 5 Str., 0010 Yerevan, Armenia. T: +374 10 54 16 45, F: +374 10 54 16 42, E: ggabrielyan@smednc.am, W: www.smednc.am

Are you interested to access the latest selection of business cooperation offers made by European companies willing to work with UK firms? Enterprise Europe Network also publishes a Business Opportunities in Europe Bulletin every month, which contains the latest cooperation offers from companies across the EU and beyond. It can be downloaded from the LCCI website on www.londonchamber.co.uk/europe. If you wish to subscribe to the bulletin, please contact Edward Ricketts on 020 7203 1929 or: ericketts@londonchamber.co.uk. Similar European offers of purchase and supply can also be obtained from the business co-operation database that LCCI's Enterprise Europe Network can access. Please consult our website for further information.

Focus on Kazakhstan



KAZAKHSTAN is the ninth biggest country in the world in terms of area. It covers over one million square miles and is rich in natural resources and is one of the largest and fastest growing economies in Central Asia. The country is known for the quantity and diversity of its natural resources, and has the ninth largest oil reserves in



The Bayterek tower in Astana

the world, the second largest uranium, chromium, lead and zinc reserves, and ranks in the top ten for coal, iron and gold.

Looking beyond its natural resources, Kazakhstan also offers opportunities for SMEs in education, telecommunications, transport and tourism.

It is a vast country with a population density of fewer than six people per square kilometre. The terrain in Kazakhstan is very diverse with flatlands, rock canyons, hills, deltas, snow-capped mountains and deserts.

New Tax Incentives

This year, a new tax regime will introduce a gradual decrease in the corporate tax rate from 20 per cent in 2009 to 17.5 per cent in 2010 and 15 per cent in 2011. This makes Kazakhstan, which has signed mutual investment protection agreements with 42 countries, a more attractive proposition in investment and business terms.

The Heart of Eurasia

Kazakhstan owes its reputation as the Heart of Eurasia to its strategic position between the two economic powerhouses of Russia and China. From 2002 – 2008, Kazakhstan experienced the fastest economic growth among Russia, Ukraine, Uzbekistan and Poland with a compounded annual growth rate of 9.2 per cent.

This growth is not only reliant on its vast natural resources, it has also been driven by other sectors of the economy such as transport, communication, trade, financial services, construction, real estate, and business services.

According to figures produced by the World Bank, the business environment in Kazakhstan is more favourable than in its peer group of Russia, Ukraine and China.

Kazakh-British Chamber

The Kazakh-British Chamber of Commerce was launched this summer during the Fourth Annual International Kazakhstan Growth Forum in London, in the presence of the Ambassador of Kazakhstan to the UK, HE Mr Kairat Abuseitov.

Guests at the launch, including business people and industry associations from Kazakhstan and the UK, were welcomed by Dr Roza Kashkenbayeva, President of the Kazakh-British Chamber of Commerce (KBCC), and Artur Krivov, Managing Director of KBCC. KBCC aims to create an environment in which

individual business people, corporations and SMEs with an interest in Kazakhstan and the UK can network and benefit from the collective power of members and KBCC resources.

Artur Krivov (pictured below) said "By promoting Kazakhstan to UK businesses and introducing the UK business world to Kazakh businesses we are hoping to foster an environment whereby KBCC drives Kazakh-British business forward by bringing together the entrepreneurial spirit and energy of businesses in the UK and Kazakhstan."



Rakhat Towers, Almaty

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