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السادة / اتحاد الغرف التجارية والصناعة المحترمين

الموضوع : طلب الدعم في البحث عن الشركاء والمشتريين لمنتجي البضائع والخدمات الكازاخستانية في دولة الإمارات العربية المتحدة

السلام عليكم ورحمة الله وبركاته ،،،

تهدي وزارة الخارجية والتعاون الدولي أطيب تحياتها، متمنين لكم دوام التوفيق والنجاح. يسرنا أن نرفق لكم مذكرة متضمنة قائمة من شركات الكازاخستانية تطلب الدعم في البحث عن الشركاء والمشتريين لمنتجي البضائع والخدمات الكازاخستانية في دولة الإمارات.

للتفضل بالاستلام واتخاذ ما ترونه مناسباً ،،،

وتفضلوا بقبول وافر الاحترام والتقدير ،،،

أحمد عبدالله بو رحيمه

نائب مدير إدارة الشؤون الإقتصادية والتجارية

نسخة إلى :

- لا يوجد

المرفقات :

- KPMG



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Уқсас №: 8/19252 - 19.08

**To the Ambassador Extraordinary and Plenipotentiary of  
the United Arab Emirates in the Republic of Kazakhstan  
H.E. Dr. Mohamed Saeed Mohamed Alarqi**

Dear Mr. Ambassador,

KPMG Caspian Region (hereinafter "KPMG") hereby expresses its respect and gratitude to you and appeals for the support of domestic producers of goods and service providers who would like to export the outputs of their activities to the United Arab Emirates.

The United Arab Emirates is a strategic partner for Kazakhstan and over the years of bilateral cooperation, both countries have achieved high results through trade and economic relations, and mutual support. During the telephone conversation between Prime Minister Mr. Alikhan Smailov and Deputy Prime Minister, UAE Minister of Presidential Affairs Sheikh Mansour bin Zayed Al Nahyan, intentions were expressed to continue and strengthen cooperation between our countries.

As far as you know, the Ministry of Trade and Integration of the Republic of Kazakhstan, together with the operator of non-financial measures to support non-commodity exports, JSC "Center for the Development of Trade Policy "QazTrade" (hereinafter "QazTrade"), is implementing the "Export Acceleration" Program (hereinafter the "Program"), which has been successfully continuing since 2020.

In 2022, the operator of the Program selected 190 participating companies from such industries as OEM, light, chemical and food industries, as well as from the service sector to participate in the Program in 2022. The United Arab Emirates, the Kingdom of Saudi Arabia, Azerbaijan, China, Uzbekistan and Russia have been identified as target markets for the promotion of Kazakh products under the program.

Since KPMG is a partner of QazTrade in the implementation of the Program with a focus on the markets of the United Arab Emirates, the Kingdom of Saudi Arabia, and Uzbekistan, we would like to kindly ask the Embassy of the United Arab Emirates for assistance in finding partners and potential buyers for Kazakhstani producers of goods and service providers in the UAE.

The annex to this letter contains a list of companies and their activities, experience of exporting to other countries, and indicative partners/representatives of government agencies for communication with companies for which we ask you to provide support.

We kindly ask you for your help in developing trade relations between our countries.

With respect,

  
Saken Zhumashev

Managing Partner  
KPMG in the Caspian Region



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Appendix 1

№	Company name	Exporting experience	Type of activity/ product produced	Recommendations for B2B meetings (distributors, traders, partners, investors)
1	Goldman and Young LLP	yes	Products for washing, dishwashing, cleaning, disinfection	Large companies from the petrochemical industry. Chains that serve hotels, business centers, and commercial buildings. Chain restaurants. Government agencies such as hospitals, etc.
2	Datanomix	no	Qlik technology	Data integrators
3	Torgoviy Dom Zernovaya Industriya LLP	yes	Category 1 and 2 fresh beef, steaks, whole carcass and without backbone	Large supermarket chains, hypermarkets, target distributors with their own specialized warehouses for storing meat, meat chain companies and restaurants
4	Dala-fruit Nur-Sultan SP	no	Packed apple juice	Large supermarket and hypermarket chains, target distributors
5	STAFFord SP	yes	Fruit and berry pastille, fruit chips	Large supermarket and hypermarket chains, target distributors
6	Khlebniy Dom LTD LLP	yes	Production of flour and sunflower oil	Large supermarket and hypermarket chains, target distributors
7	Sun Planet Kazakhstan LLP	yes	Juices, purees, fruit snacks, bars, apple cider vinegar	Large supermarket and hypermarket chains, target distributors
8	WTR PLUS LLP	no	Shymbulak water 0.5 and 1 liter	Large supermarket and hypermarket chains, target distributors
9	BEEF EXPORT GROUP LLP	no	Fresh meat processing industry	Large supermarket chains, hypermarkets, target distributors with their own specialized warehouses for storing meat, meat chain companies and restaurants
10	Aktau-Balyk-LTD LLP	no	Grainy black caviar of sturgeon fish	Premium Product Supermarkets, hotel and restaurant
11	Connected Home	yes	Expansion modules, central controllers	Construction companies. Contractors who provide Smart Home services, information and communication companies in the construction
12	Trunomad	yes	Body and Hand cream, Liquid Hand Soap, Solid soap	Chain hotels, supermarkets, hypermarkets, specialty stores and distributors
13	Makinskiy Zavod Teploizoliatsi LLP	yes	Mineral wool boards for heat and sound insulation	Construction and installation companies, target distributors
14	Med Stolichniy Naturalniy SP	no	Natural and honeycomb honey	Large supermarket and hypermarket chains, target distributors
15	DOC Co.LTD LLP	no	Solar panels	Energy companies engaged in construction and renewable energy





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				projects. International renewable energy organizations that directly manage the procurement process for renewable energy projects
16	Healthy foods	yes	Chocolate, bio-yogurt-probiotics	Large supermarket and hypermarket chains, target distributors
17	Turkey PVL LLP	yes	Fresh turkey breast and thigh fillet, turkey wing and neck	Large supermarket chains, hypermarkets, target distributors with their own specialized warehouses for storing poultry meat, meat chain companies and restaurants
18	Shin-Line LLC	yes	Ice-cream, fast cooking noodles	Large supermarket chains, hypermarkets, target distributors with their own ice cream warehouses
19	Eco Friend LLP	no	Production of paper bags	Large companies in the light industry. Companies that are engaged in retail sales of products, such as clothing, books, cosmetics, products, etc.
20	ApartX Ltd.	yes	SaaS platform for automation of a daily rent	Large real-estate companies
21	TARTU.PRO	no	Meat delicacies	Premium restaurant and specialty butcher shop chains
22	MB4 LLP	yes	Fresh meat of sheep	Large supermarket chains, hypermarkets, target distributors with their own specialized warehouses for storing meat, meat chain companies and restaurants
23	Rola-7 LLP	yes	Macaroni products	Large supermarket and hypermarket chains, target distributors
24	Atasu Logistics LLP	yes	Transport and logistics services	Companies that export their products abroad, in particular, to the CIS, China, etc
25	Billboard Video Engineering LLP	yes	Software design, production and implementation with provision of information and communication services	Government urban development organizations, private contractors engaged in urban development and information and communication services
26	ROQED Science, Mechanicum	no	Digital support for the execution of technological processes	Educational institutions
27	DaulInvest LLP	no	SAAS, information technologies	Large companies that use information solutions in their production or daily work, such as banks, large companies, etc.



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28	EXP Industries LLP	no	Telecommunication data analysis services using Big Data analytics, AI, ML	Telecommunication companies. Banks. Specialized state service companies in the field of telecommunications.
29	Reservoir Surveillance Services LLP	no	Oil service	Oil and gas operators
30	RM & Company LLP (Elefanto)	no	Software development	Manufacturing and construction companies. Large shopping and business-centers. Real-estate development companies. Oil and gas companies
31	Big Dream LLP	yes	Printing house, IT	Manufacturing companies. Secondary and higher educational institutions. Major travel and marketing companies
32	Samga Petroleum LLP	no	Oil service	Oil and Gas companies, oil and gas research institutes, universities, oil service companies
33	BaseTech LLP	no	IT-development	The Martial Arts Federation
34	Python RPA Ltd. PC	no	Providing a platform for robotization of routine business processes	Banks, consulting companies, companies with a large number of employees, large holdings
35	Scientific Research Institute BioSmart LLP	no	Scientific research and experimental developments in the field of biotechnology	Oil and gas and EPC companies
36	ZHANTAQ tea LLP	no	Beverages	Large supermarket and hypermarket chains, target distributors
37	Holding Samgau LLP	no	Information Technology	Banks, municipal institutions, manufacturing enterprises
38	KazNetwork Group	yes	Covering antiseptic for surfaces	Medical institutions and target distributors
39	Firma Dikanshy LLP	yes	Flour, bran	Large supermarket chains, hypermarkets, target distributors
40	REEF TSENTROBEZHNYE TEHNOLOGII	no	Processing of oil-containing waste, enhanced oil recovery, elimination of inter-column pressures	Oil and Gas operators, waste management vendors of oil and bituminous waste. Contractors engaged in well-drilling and geodesy
41	Adal Plant LLP	yes	Solid soap	Large supermarket and hypermarket chains, target distributors