

CERTIFIED TRADE MISSION

Kazakhstan and Ukraine

October 24-30, 2018

U.S. Commercial Service · U.S.-Kazakhstan Business Association · U.S.-Ukraine Business Council



The **U.S. Department of Commerce** and the Washington, D.C.-based **U.S.-Kazakhstan Business Association (USKZBA)** and **U.S.-Ukraine Business Council (USUBC)**, are organizing the first-ever Certified Trade Mission to Kazakhstan and Ukraine to lead U.S. companies to the most promising markets in Eurasia!

WHY KAZAKHSTAN? WHY UKRAINE? WHY NOW?

With a combined GDP of \$230 billion, Kazakhstan and Ukraine offer unprecedented market opportunities in the **energy, infrastructure, and agriculture sectors**. With a growing middle class, Kazakhstan has developed into the leading market in Central Asia and is positioning itself as a transit route between Europe and China. Strengthening domestic demand led by solid private consumption and sustained investment activity in Ukraine present many new opportunities for U.S. companies.

ENERGY, OIL/GAS: Kazakhstan and Ukraine have major oil and gas reserves and are endowed with a wide range of mineral resources—including coal, ferrous and non-ferrous metals, and fertilizer minerals. Machinery, parts, valves, and tubes make up a sizable portion of Kazakhstan's and Ukraine's imports used in the mining, oil and gas sectors. Chevron's \$36.8 billion investment in Kazakhstan's oil fields and Ukraine's goals for energy independence provide many downstream opportunities for U.S. companies.

AGRICULTURE: Kazakhstan and Ukraine have significant agribusiness potential. Targeted export-oriented subsectors include beef husbandry, poultry, dairy husbandry, and diversification in crops reducing domination of wheat production. Major opportunities for U.S. products include: agricultural chemistry products, farm equipment, innovative technologies in the livestock industry, agriproduct/food processing and packaging equipment, and irrigation. In Ukraine, U.S. firms such as Cargill and Bunge have invested millions of dollars into agricultural endeavors.

INFRASTRUCTURE: Due to visa-free travel to Ukraine from Europe, there is greater demand for airport infrastructure development. Additionally, Ukraine's \$1 billion locomotive deal will create many downstream opportunities for U.S. companies. There are also many opportunities for U.S. companies in the road building materials, inland waterways, and more. The \$9 billion Nurdy Zhol economic stimulus package in Kazakhstan is aimed at the modernization of roads, railways, ports, IT infrastructure, and education and civil services which will create a robust market for U.S. companies. U.S. firms have been able to thrive in Ukraine. For instance, earlier this year, GE signed a \$1 billion locomotive supply agreement with Ukraine.

MEETINGS WITH KEY GOVERNMENT AND INDUSTRY PLAYERS: Trade mission members will meet with the Ministry of Energy, the Ministry of Agriculture, the Ministry of Investment and Development, key government stakeholders, private companies, business associations and other important stakeholders.



WHY JOIN THE CERTIFIED TRADE MISSION?

As a participant on the first-ever Certified Trade Mission to Kazakhstan and Ukraine, you will:

- *explore new business opportunities;*
- *learn from experts on the ground about opportunities and challenges of doing business in this region;*
- *meet with pre-screened distributors, customers and business partners seeking partnerships with U.S. firms in energy, infrastructure, and agriculture;*
- *meet with government officials about upcoming infrastructure, energy, and agribusiness projects;*
- *network with local government representatives, business people and U.S. companies on the ground at official receptions and luncheons and dinners;*
- *learn from U.S. embassy and business association briefings focused on key business considerations in the region;*
- *learn from pre-departure briefings on the market and your business segment and channel;*
- *enjoy follow on support to expand or initiate your business in Ukraine and Kazakhstan.*

REGISTER NOW:

[Ukraine CTM](#) and [Kazakhstan CTM](#)

Qualified U.S. firms interested in both Ukraine and Kazakhstan segments need only complete one application, noting interest in both markets.

MISSION FEES:

Kazakhstan (Almaty & Astana)

Small Business (1-50 employees):	\$2700 per company
Medium Business (51-500 employees):	\$3700 per company
Large Business (500+ employees):	\$4700 per company

Ukraine (Kyiv)

Small Business (1-50 employees):	\$2500 per company
Medium Business (51-500 employees):	\$3200 per company
Large Business (500+ employees):	\$3900 per company

* \$750 for each additional delegate

** Airfare and lodging not included.

EARLY REGISTRATION FEE: 10% discount if registered and paid by August 31st

SPONSORSHIP PACKAGES: Contact us to get exclusive benefits for your company to be recognized and featured as an official sponsor of the mission.

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