

Kazakhstan

Key indicators

Population (millions)	17.9
GDP (\$ billions)	128.1
GDP per capita (\$)	7138.1
Share of world GDP (PPP\$, %)	0.4
Current account surplus/deficit, share of GDP (%)	-2.2
Tariff preference margin (percentage points)	0.9
Imports and exports (goods and services), share of GDP (%)	51.2
Services exports, share of total exports (%)	11.9
Geographic region	Asia
Country group	LLDC
Income group	Upper-middle income

SME Competitiveness Grid Summary

Average scores [0-100]	Compete	Connect	Change
FIRM CAPABILITIES			
Small	34.8	40.1	21.9
Medium	44.7	50.7	32.1
Large	61.4	74.2	47.9
All	40.8	45.9	29.5
BUSINESS ECOSYSTEM	53.6	45.4	67.0
NATIONAL ENVIRONMENT	55.8	81.4	63.6

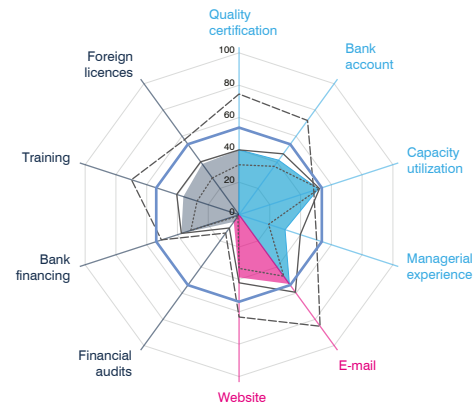
Reference level: 53.8 (a function of GDP per capita)

Weaknesses are scores below: 26.9 | **Strengths are scores above: 80.7**

SME Competitiveness Grid

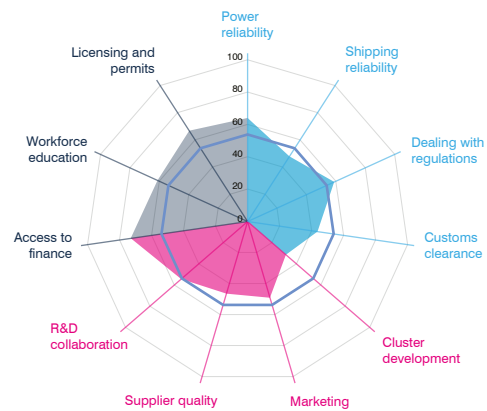
FIRM CAPABILITIES (Normalized scores)

Compete	Small	Medium	Large	All
International quality certificate	30.8	40.0	74.6	40.0
Bank account	37.0	46.5	72.0	41.6
Capacity utilization	52.1	52.3	48.5	51.5
Managerial experience	19.2	39.9	50.4	29.9
Connect				
E-mail	47.0	59.3	85.2	53.0
Firm website	33.2	42.1	63.3	38.8
Change				
Audited financial statement	1.1	10.2	14.0	5.6
Investment financed by banks	31.3	37.5	50.4	37.5
Formal training programme	27.3	40.5	69.9	36.2
Foreign technology licences	28.1	40.4	57.3	38.8



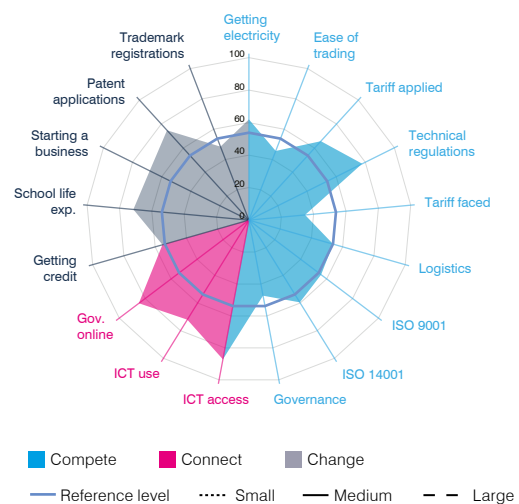
BUSINESS ECOSYSTEM (Normalized scores)

Compete	Small	Medium	Large	All
Power reliability	64.0	64.0	60.9	64.0
Domestic shipping reliability	52.4	44.3	55.1	47.9
Dealing with regulations	62.0	54.7	56.5	58.9
Customs clearance efficiency	-	-	53.2	43.7
Connect				
State of cluster development				31.4
Extent of marketing				49.2
Local supplier quality				46.5
University-industry collaboration in R&D				54.4
Change				
Access to finance	72.5	74.5	69.1	73.0
Access to educated workforce	65.9	58.1	49.0	61.2
Business licensing and permits	81.9	53.8	64.0	66.8



NATIONAL ENVIRONMENT (Normalized scores)

Compete	All
Getting electricity	62.0
Ease of trading across borders	45.7
Applied tariff, trade-weighted average	65.8
Prevalence of technical regulations	77.9
Faced tariff, trade-weighted average	34.7
Logistics performance index	53.9
ISO 9001 quality certificates	55.7
ISO 14001 environmental certificates	59.5
Governance index	47.3
Connect	
ICT access	87.2
ICT use	72.1
Government's online service	84.9
Change	
Ease of getting credit	55.3
Interest rate spread	-
School life expectancy	71.4
Ease of starting a business	68.2
Patent applications	74.8
Trademark registrations	48.5



Note: Scores range from 0 to 100, a higher score indicates a better outcome. Series with missing data are indicated as (-) in the tables and omitted from the radar charts.

Source: World Bank Enterprise Survey (2013) for firm level data; for other sources and methodology see Annex.

SME Export Potential

Kazakhstan is an upper-middle income country with a population of 17.9 million and GDP of \$128.1 billion. Goods and services account for 88.1% and 11.9% of exports, respectively.

The country's unrealized potential to increase existing exports of goods lies within its home region and to Europe (see table below). *Copper* has an unrealized export potential of \$606 million in the home region and \$260 million to Europe.

Regarding new export products, Kazakhstan has diversification opportunities in minerals and metals, as well as chemicals with products such as *articles of titanium* and *mixtures of ammonium nitrate with calcium carbonate*. The production of the latter good involves a relatively strong presence of SMEs. Other products for diversification include *powders of aluminium*, and *powders and flakes of nickel*.

Small firms in Kazakhstan perform well in capacity utilization and access to electricity. They underperform, however, in having managerial experience and audited financial statements. The largest performance gap between small and large firms lies in offering formal training programmes to employees. The country's national environment performs well in accessing ICT and the online services provided by the government.

Unrealized potential: Existing export products

Product description	Product code	Exports (\$ million)	Value of unrealized potential exports by destination (\$ million)					Development indicators					
			Africa	Americas	Asia	Europe	Oceania	Price stability	SME presence	Women employed	Technology		
			0 750	0 750	0 750	0 750	0 750						
Copper, refined, in the form of cathodes and sections of cathodes	740311	2163											
Wheat and meslin (excluding durum wheat)	1001Xb	911											
Ferro-chromium, containing by weight > 4% of carbon	720241	1420											
Silver, incl. silver plated with gold or platinum, unwrought (excluding silver in powder form)	710691	352											
Aluminium, not alloyed, unwrought	760110	400											
Unwrought titanium; titanium powders; titanium waste and scrap (excluding ash and residues...)	8108XX	153											
Wheat or meslin flour	110100	558											
Unwrought zinc, not alloyed, containing by weight >= 99.99% of zinc	790111	530											
Gold, incl. gold plated with platinum, unwrought, for non-monetary purposes (excluding gold in...)	710812	38											
Flat-rolled products of iron or non-alloy steel, of a width of >= 600 mm, hot-rolled or cold-rolled...	721049	231											

Notes: Unrealized potential table: Top 10 products in decreasing order of unrealized export potential to the world. **Exports:** Average value over 2011-2015. **Price stability, SME presence, and Women employed:** Green - performance above a country's trade-weighted mean. Red - the opposite. **Technology:** Green - transformed products exported by countries at least matching the country's per capita GDP. Red - the opposite. Blank spaces - data not available.

Source: ITC Export Potential Map, <http://exportpotential.intracen.org>