



## France-Kazakhstan Business Council presentation



### ■ COUNCIL CHAIRPERSONS

French side

**Mr. Yves-Louis DARRICARRERE**  
Senior advisor, Lazard

Kazakhstan side

**Mr. Aidan KARIBJANOV**  
Chairman, Visor Holding

### ■ COUNCIL VICE-CHAIRPERSON

French side

**Mr. Guy SIDOS**  
Chairman & CEO, Vicat

### CONTACTS

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## ■ PARTNERS IN KAZAKHSTAN

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**KAZAKH INVEST**  
Investment promotion public agency

**Website**  
[www.invest.gov.kz](http://www.invest.gov.kz)

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**NATIONAL CHAMBER OF ENTREPRENEURS - ATAMEKEN**

[www.atameken.kz](http://www.atameken.kz)

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## ■ COUNCIL ACTIONS FOR COMPANIES

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**The France-Kazakhstan Business Council (FKBC) was born in 2008** from the merger of the France-Kazakhstan Business council of MEDEF International existing since 1992, and a joined initiative from both Presidents of France and Kazakhstan.

Mr. Yves-Louis DARRICARRERE, Senior Advisor at Lazard Bank, is the chairperson for the French side, while Mr. Aidan KARIBJANOV, chairman of Visor Holding, is the chairperson for the Kazakh side. The French side has also a vice-chairperson, Mr. Guy Sidos, chairman and CEO of Vicat.

During the 1990-2000 decade, MEDEF International actions with Kazakhstan mainly focused on fossil energies and security- topics which concerned a small circle of large companies. The Council has gradually observed the growing interest from French companies, including mid-sized companies, and has collectively accompanied them in order to seize the opportunities arising from:

- the progressive diversification and liberalization of Kazakhstan's economy;
- the gradual integration of Kazakhstan into the regional and global trade game, particularly since joining the Eurasian Economic Union and the WTO in 2015;
- the gain of the purchasing power experienced by Kazakh consumers (17 million inhabitants for a \$160 billion GDP).

The signature of a strategic partnership between France and Kazakhstan in 2008 gave additional impetus to business relations, complemented more recently by a shared-will to develop cooperation in the agricultural, renewable energy and digital sectors. Ten years later, in 2018, French companies mainly from the energy, construction and infrastructure, transport, aeronautics and space, food processing, health and distribution sectors, invested nearly \$13 billion in Kazakhstan, ranking France among the top five foreign investors in the country.

The Council's meetings, which are held on a regular basis in France, and the business delegations to Nursultan or/and Almaty have made the Council a recognized and privileged framework dedicated to the business relationship between France and Kazakhstan. These collective actions, open to large groups as well as to internationalized mid-sized companies and SMEs aim at:

- 1. allowing French companies to liaise directly and regularly with:**
  - the highest public authorities from Kazakhstan, at a national level (President, Prime minister, ministers) and at a local level (Akim, municipal operating companies),
  - major public and parastatal companies of Kazakhstan,
  - local business communities,
  - and bilateral and multilateral financial institutions operating in the country;
- 2. providing companies with keys to understanding and in decision making for their activities, mainly related to:**
  - the political decision-making and economic governance circuits, particularly since the changes that occurred in 2019 at the top of the State,
  - economic reforms and improvements in the business environment,

- available sources of funding, whether domestic or from multilateral and bilateral financial institutions,
- the operating and partnership conditions in the country,
- the structuring of industries and business sectors;

3. **increasing the experience sharing between French companies of all sizes, operating in Kazakhstan or in the region**, and promoting interactions with new potential partners in this market.

The Council closely involves in its activities MEDEF International's task forces dedicated to the Sustainable city, the agri-food sector, digital technology and multilateral financing, because of the particular topicality of these sectors in Kazakhstan.

At an institutional level :

- throughout the years, MEDEF International has established privileged and regular relations with the Kazakh public holding companies Samruk-Kazyna and Bayterek, with the Chamber of Entrepreneurs of Kazakhstan Atameken, the Investment Committee, and the public agency "Kazakh Invest" which has become the one-stop shop for foreign investors in Kazakhstan;
- during the France-Kazakhstan Joint Committees meetings, the Business Council presents its annual Report on business environment, which addresses in a very concrete manner the hindrances that businesses tackle with and advocates recommendations and ideas for improvement.

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→ Reports of business meetings and delegations are available to MEDEF International's members on request.

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